FREIGHT TRAFFIC ISSUE

How one major shipper uses **piggyback** to trim cost and delivery time . . . . . p. 26

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July 30, 1962

RAILWAY AGE WEEKLY

BREAKTHROUGH IN '62?

Riding the crest of an unprecedented wave of official and public concern, the railroads are forging ahead on all fronts. They are closer to winning major legislative, regulatory, and labor battles than ever before. This could be the year of decision. Here is a special report on what is happening—and why.... p. 19

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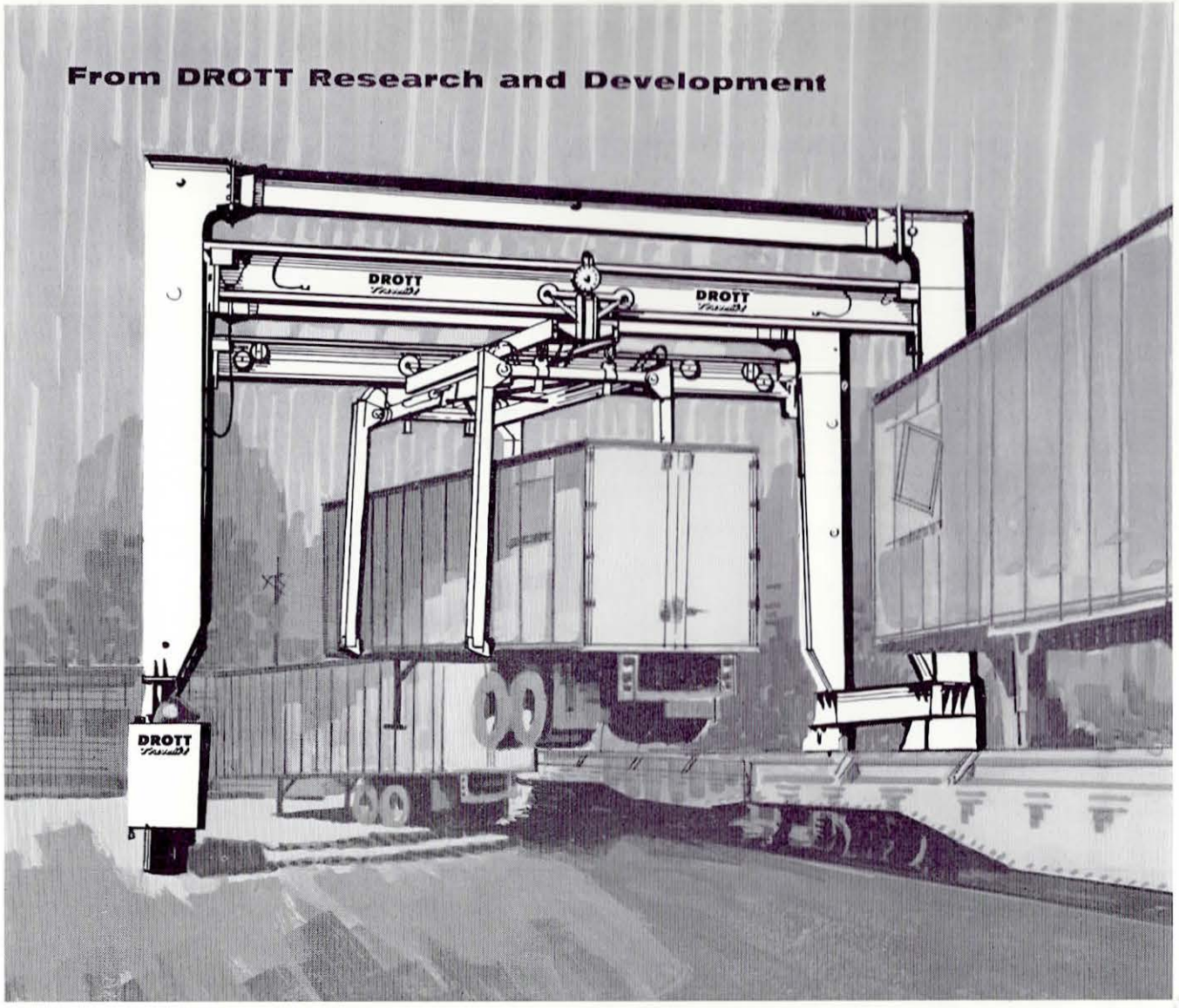

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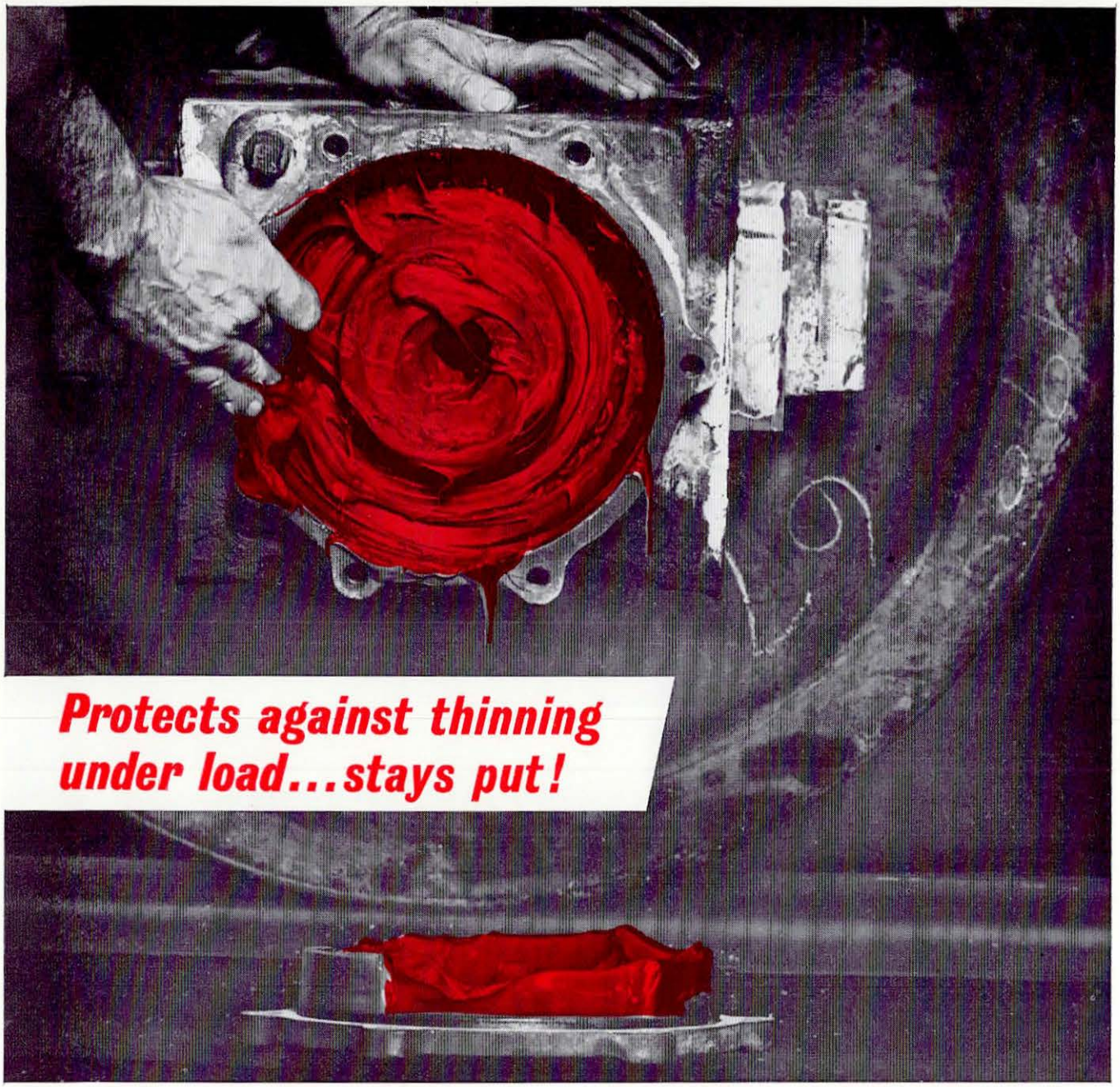

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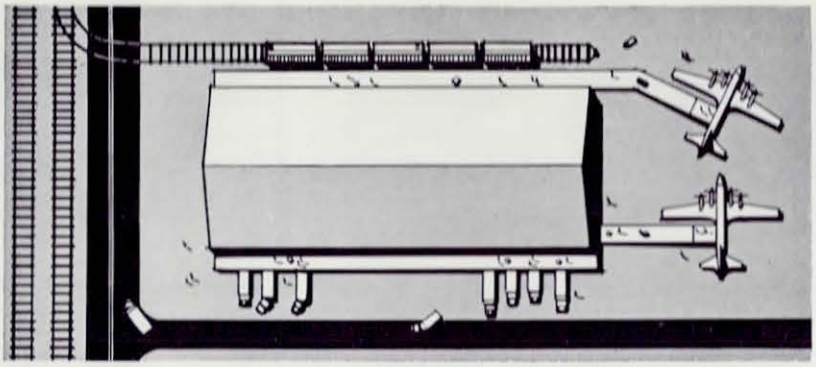

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ATLANTIC COAST LINE RAILROAD

"Thanks for Using Coast Line"

RAILWAY AGE

WEEK AT A GLANCE

July 30, 1962 • Vol. 153, No. 5

Court battle looms in work-rules case

In asking a district court to enjoin the carriers from making proposed rules changes, the five operating unions warned that the alternative to an injunction is a strike .....p. 9

Traffic Poll: TMs support two car payment ideas

A majority of shippers like the suggestions of a sliding scale of mileage payments for private freight cars, and of higher payments for loaded moves than for empty ones p.15

Breakthrough in '62

The railroad industry has found its outlook dramatically improved—prospects for needed change have appeared on many fronts. A Special Report explores why p.19

Why General Electric likes piggyback

TOFC is giving GE better in-transit times, and lower transport costs—and bringing added business to the rails—says S. R. Lewis, manager of traffic service p.26

Lower loading cost is WP objective

To test its marketing concept of tailoring box cars to shipper needs, the WP is testing 40 new cars with special cushion underframes, but a reduced number of load holders p.39

Trailers repaired on spot

Berman Leasing Co. operates a mobile trailer repair unit at the New Haven piggyback yard in New Haven, handling both light repairs and preventive maintenance p.47

Merged PRR-NYC to create new operating patterns

Merger of the PRR and NYC will make possible new freight routings that will combine the most advantageous features of both existing lines p.48

Departments

Current Publications 12
Dividends Declared 50, 62
Freight Carloadings 61
Ideas for Better Shipping 59
Industrial Traffic 57
Letters from Readers 12
New Equipment 61
New Products Report 60
People in the News 55
Railroading After Hours 63
Railway Market 61
Supply Trade 57
The Action Page 68
Traffic Poll 15
Watching Washington 10
You Ought to Know 66

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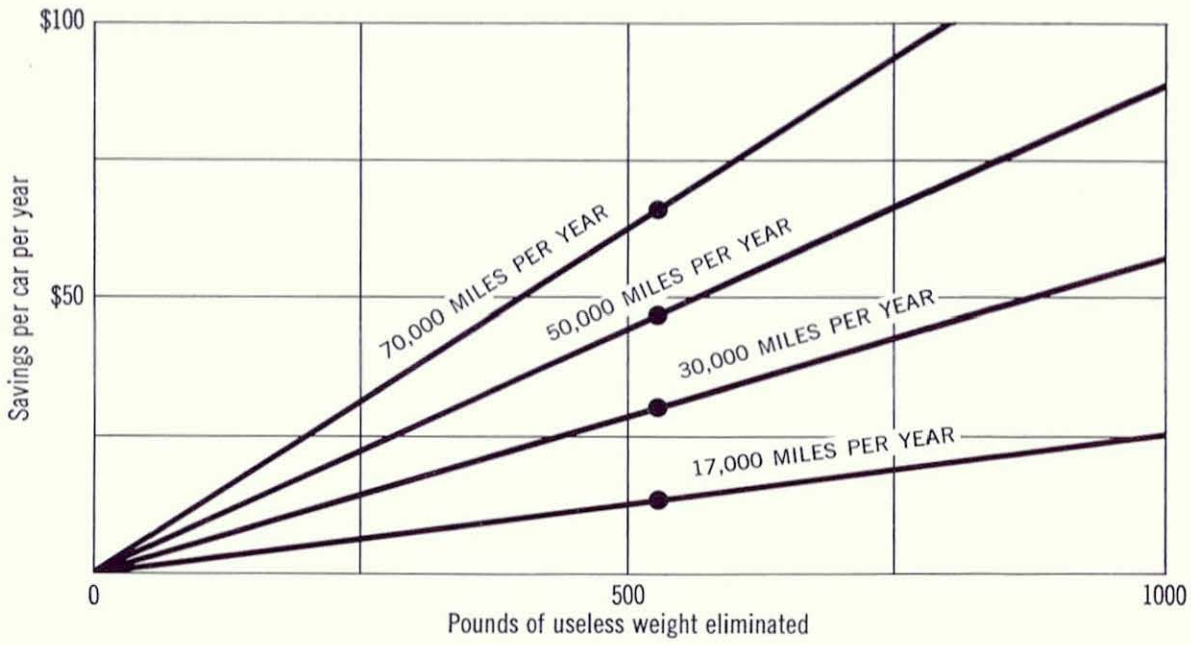
Graph shows quickly your savings in OUT-OF-POCKET costs



Your out-of-pocket costs of hauling *useless* dead weight can add up to thousands of wasted dollars in a year's time.

But wrought steel wheels are lighter by 560 pounds per carset (average for 50-ton freight car) than wheels made by another method.

Therefore, if a car averages 70,000 miles a year, wrought steel wheels save you $67.96 on out-of-pocket costs.

Now you can figure your savings on all your cars based on their average annual mileage.

You can *save* thousands simply by using lighter-weight wrought steel wheels. You eliminate unnecessary dead weight. You can put this 560 pounds into payload or other useful specialties.

Discuss this further with your Edgewater representative, or write direct.

Data from I.C.C. "Railroad Carload Cost Scales."—Statement 3-61, Dec. 1961, Box Cars.

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RAILWAY AGE

WEEK AT A GLANCE

Two ideas for better shipping

This department, this month, reports on a cement transfer unit that saves shippers money, regains traffic for rails; a simple method of snubbing auto springs for tri-level loading ..p.59

Economic spur seen in transport program

Rail suppliers are confident that enactment of the Administration transportation program would bring a strong upsurge in orders, RPI's chairman testified last week p.64

The Action Page—Better to run scared

Railroads may be on the verge of major victories but this is no time to relax. Pressure for reform must be maintained. Keeping service standards high is part of the job p.68

Short and Significant

An experimental 'aerial' route to develop

a "space-age concept" of two-rail rapid transit has been proposed by the Institute for Rapid Transit. It would be in some major city, not yet selected.

San Francisco Bay Area Rapid Transit District's

Placing issue on ballot has been approved by con by residents of three area counties Nov. 6. proposed $792 million bond issue will be votedounty supervisors.

Coming Next Week: Industrial Development

The Railway Age of August 6 will feature a special report on how railroads promote industry and agriculture along their lines.

Current Statistics

Operating revenues		
3 mos., 1962	.....	$2,295,749,272
3 mos., 1961	.....	2,128,376,735
Operating expenses		
3 mos., 1962	.....	1,830,377,994
3 mos., 1961	.....	1,780,358,037
Taxes		
3 mos., 1962	.....	257,685,487
3 mos., 1961	.....	228,925,289
Net railway operating income		
3 mos., 1962	.....	112,621,164
3 mos., 1961	.....	23,354,922
Net income estimated		
3 mos., 1962	.....	66,000,000
3 mos., 1961	.....	D. 12,000,000
Carloadings revenue freight		
29 wks., 1962	.....	15,848,537
29 wks., 1961	.....	15,175,307
Freight cars on order		
July 1, 1962	.....	13,274
July 1, 1961	.....	11,821
Freight cars delivered		
6 mos., 1962	.....	19,984
6 mos., 1961	.....	18,782
Serviceable cars		
June 1, 1962	.....	1,455,259
June 1, 1961	.....	1,479,100
Cars awaiting repairs		
June 1, 1962	.....	132,516
June 1, 1961	.....	162,767

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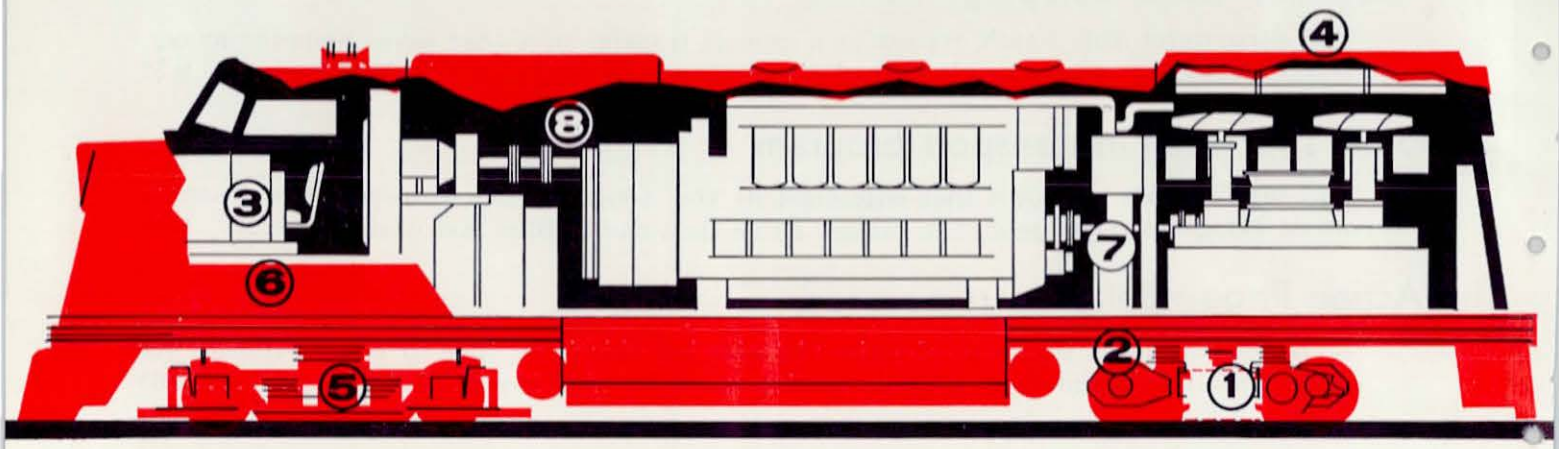
why put up with costly, damaging shock and vibration?



Lord suggests eight ways you can upgrade locomotive performance with engineered control of shock and vibration.

Locomotives do not lead a gentle life. Jolts. Jars. Bumps. Shock. Strain. You can't avoid these.

But you can avoid their expensive consequences—fatigue failures, accelerated wear, damaged parts and rough, uncomfortable ride.

Engineered control of shock and vibration can assure better performance for locomotives still on the drawing board or existing units now in service.

Eliminate damaging effects

Here are eight ways you can utilize Lord elastomeric products to reduce maintenance costs, lengthen service life, improve comfort:

1. *Traction motor mountings* absorb torque impulses, cushion wheel-to-rail shock, control rebound, prevent solid "bottoming". The result: protection that assures longer motor life than you get with a spring mounting, and simplified maintenance. They are now standard replacement units on many Class I roads.

Traction motor mounting

2. *Bolster mountings* offer a simple, economical way to obtain controlled lateral flexibility. This gives a smoother ride, requires virtually no maintenance.

3. *Instrument mountings* for meters, gages, controls and panels maintain accuracy and increase operating life.

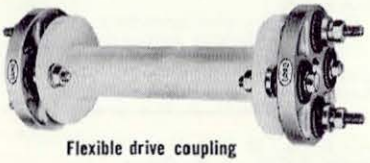
4. *Radiator mountings* protect against engine vibration and prevent metal fatigue, the main type of radiator failure.

Typical radiator mounting

5. *Truck springs* provide an economical, compact, simple suspension. Rubber springs combine vertical and lateral flexibility in single package.

6. *Cab floor suspensions* isolate undesirable or damaging disturbances, improve operator comfort.

7. *Accessory drive couplings* transmit high torque loads smoothly and quietly, accommodate misalignment, never need lubrication.



Flexible drive coupling

8. *Auxiliary equipment mountings* can be applied to individual units to solve problems resulting from vibration, shock and noise.

Custom designed for ruggedness

Lord railroad mountings have proved their ability to resist the railroad environment. They are high quality—from special elastomers to high-strength bond. Installation is easy, service life is long, lubrication is not needed, metal-to-metal wear is avoided. Best of all is their unmatched capacity to carry extreme loads and absorb severe shock.

Lord offers a qualified engineering service to help you *design* or *modernize* for better performance. This is available through Field Engineering Offices in principal cities. Lord Manufacturing Company, Erie, Pennsylvania. In Canada: Railway & Power Eng. Corp., Ltd.

LORD®

Court Battle Looms In Work-Rules Case

► **The Story at a Glance: The next major head-to-head battle in the work rules dispute will come in U.S. district court. The five operating unions last Thursday filed a complaint alleging that the carriers' rules revision promulgation notice of July 17 is in violation of the Railway Labor Act, in asking the court to permanently enjoin the railroads from putting the changes into effect.**

The brotherhoods' key contention seems to be that no notice of proposed revisions was given as required by Section 6 of the Act, and that none of the unions have agreed to the changes. They warn—rather bluntly—that if the rules revisions are placed in effect, a strike will result and remain in force until the changes are cancelled.

Thus, the question seems to have been put squarely before the court. By the language of the union complaint, an injunction appears the only alternative to a strike.

The brotherhoods' desperate fight to bar the nation's railroads from implementing the PRC report is moving into a new arena—U.S. District Court for the Northern District of Illinois. With just three weeks remaining before the Aug. 16 deadline established by the carriers, the five organizations—BLE, BLF&E, BRT, ORC&B and SUNA—filed a complaint asking for a declaratory judgment that the carriers' promulgation notice is "invalid and in violation of the Railway Labor Act" and that putting the contents of the notice in effect would be in violation of the act. They ask for a permanent injunction to restrain the carriers and request that a preliminary order be issued pending a hearing on a permanent injunction.

The unions imply strongly that defeat for their case in the courts will lead to a strike.

If the revisions contained in the promulgation are placed in effect, the complaint warns "plaintiffs will be forced to resist [the] revisions by asking those they represent . . . to withdraw from service . . . until [the] promulgation is cancelled."

The "threatened action to put into effect the revisions in the promulgation, unless enjoined, would frustrate the purposes and operation of the Railway Labor Act, would cause a serious threat of interruption to interstate commerce, would deprive the plaintiffs and those they represent of their rights under the Railway Labor Act and would cause other great and serious harm to plaintiffs and those they represent, the major portion of which would be irreparable."

The complaint alleges four violations of the act, plus a restriction on the actions of the organizations under the act. As the unions see it, the promulgation violates:

- Section 2, Seventh, providing that (in the language of the complaint) "no carrier, its officers or agents shall change rates of pay, rules or working conditions embodied in agreements except in the manner prescribed in Section 6 of the act or in such manner as may be prescribed in the agreements."
- Section 6, providing that a carrier or representative intending a change in agreements affecting rates of pay, rules or working conditions shall give at least 30 days' written notice thereof and agree within ten days on the time and place for the beginning of conferences with respect to the proposed changes.
- Section 7, First, covering the submission of a controversy to arbitration if the parties to the dispute agree.
- Section 2, Third and Fourth, covering a carrier's interference with employees in their selection of collective bargaining representatives.

In addition, the complaint alleges that the promulgation "would restrict the plaintiffs, without their consent, in the proposals they would be permitted to make under Section 6 . . . and in the manner in which such proposals could be handled."

Detailed outlines of the alleged violations of the act are covered in three sections of the complaint:

- The unions declare that the carrier promulgation "announces drastic revisions in the rates of pay, rules and working conditions of the employees of the carriers represented by the plaintiffs and embodied in agreements between said carriers and the plaintiffs. No notice of such intended changes was given by any of said carriers to any of the plaintiffs as required by Section 6 . . . nor had any of the plaintiffs agreed to any such changes."
- The promulgation specifies that certain management-union disputes may be determined by arbitration, and an arbitration procedure is set up. But, the unions point out, they "have not agreed thereto. Section 7, First, . . . provides that a controversy between a carrier or carriers and its or their employees, which is not settled pursuant to the other procedures provided in the Railway Labor Act may, by agreement of the parties . . . be submitted to arbitration. The said portion of the promulgation seeks to impose upon the plaintiffs arbitration of certain controversies between the plaintiffs and the railroads . . . without the plaintiffs agreeing to arbitration."
- As the organizations interpret it, one section of the promulgation provides that "after the revisions in the rules and working conditions contained in the promulgation go into effect, no notices of proposals or changes or modifications therein shall be served by any of the plaintiffs upon any of the carriers . . . unless such notices are served by all the plaintiffs, are uniform in content, are served upon all the carriers in the class and are proposed for concerted national handling by and between all said carriers and all the plaintiffs, except that notices for general increases or decreases in basic rates of pay may be served for handling on a regional or national basis." This revision, the brotherhoods contend, "constitutes an attempt by the defendants to interefere with the employees . . . in their selection of collective bargaining representatives and to restrict said representatives in bargaining . . . to only such revisions to which all of them agree and to which all the carriers in the class agree."

Sixteen railroads are named specifically in the complaint as are the three carriers' conference committees, their chairmen and members. Defendant railroads, the complaint states, are being served individually and as representatives of a class including more than 200 railroads.

In addition to the questions raised by the organizations in their complaint, legal precedent would seem to pose a certain basic question regarding the eligibility of the unions for relief by injunction.

As noted last week (RA, July 16/23, p. 49), the U.S. Supreme Court has held that refusal to arbitrate a dispute constituted a failure to use all available procedures under the Railway Labor Act and, therefore, disqualified a plaintiff from obtaining an injunction.

The high court ruled in a 1944 decision involving the BRT and the Toledo, Peoria & Western that an injunction in favor of TP&W had been issued in error because it must first have been proved that the road had exhausted "every reasonable effort" to settle the dispute under the "reasonable and available" procedures of the act.

WATCHING WASHINGTON WITH WALTER TAFT

• **A 'PIGGYBACK POLICY' MEETING** has been called by truckers. The 65-member Policy Committee of the Regular Common Carrier Conference, American Trucking Associations, will hold a special session in Washington Aug. 21 to consider the position motor carriers will take in Ex Parte 230, the ICC's broad investigation of TOFC operations (RA, July 9, p. 7).

A 'CONFIDENTIAL SURVEY' of piggyback developments will be made available to the committee, according to A. B. Rosenbaum, executive director of the conference. He insists that the truckers are approaching the problem "without any preconceived ideas" as to what their position should be. In the past, they have favored Plan I piggyback, opposed Plans II, III and IV, and taken no position on Plan V.

• **SENATOR KEFAUVER'S BILL** to "freeze" big railroad mergers until Dec. 31, 1963, cleared the Senate Anti-Trust and Monopoly subcommittee last week and went to the parent judiciary committee. But doubt remains that the merger moratorium bill, which has met heavy opposition, will get anywhere during this session of Congress. Just prior to the subcommittee's action, the AFL-CIO threw its support behind the bill (S. 3097) in the form of a letter to Senator Kefauver.

AS APPROVED—by a vote of four (Democrats) to three (Republicans)—the bill carried an amendment by Senator Dodd (D.-Conn.) exempting mergers that are "clearly established [as] necessary and essential to the maintenance of adequate railroad transportation facilities." This amendment, apparently tailored to provide a loophole for the bankrupt New Haven, failed to lessen railroad opposition to the bill.

• **WOULD ABOLISHMENT** of minimum rates on bulk commodities and agricultural and fishery products help save passenger trains? The question was thrown to Jervis Langdon, Jr., by a grass-roots-sensitive Congressman during last week's House Interstate Commerce Committee hearings on H.R. 11583-11584.

THE B&O PRESIDENT replied that while passenger service must be considered on its own merits, any strengthening of freight traffic will have beneficial effects all down the line. Then he went on to report, to the obvious pleasure of his audience, that B&O's passenger trains will probably be breaking even, on a direct-expense basis, in another six months. B&O's three pairs of Washington-Chicago trains, he said, are already bringing in $100,000 a month "above and beyond" direct costs. Among still-unsolved problems: the train to Cleveland that serves as "a standby for the airlines."

• **THE NUMBER OF REPORTS** which regulated carriers are required to submit to the ICC in the course of a year has been reduced by 43,100 since October 1959, when the Commission initiated its report-reduction campaign. That figure was quoted last week by Chairman Rupert L. Murphy as he announced another break-through on the paperwork front: consolidation of four monthly railroad reports into a single form entitled, "Interstate Commerce Commission Hours of Service Report—Railroads." It concerns reports of employees on duty in excess of the limitations prescribed by the Hours of Service Law.

BOX-SCORE to date on report-reduction: five reports eliminated; nine consolidated into three reports; 11 reductions in frequency of reporting authorized; six reports revised to eliminate items no longer essential.

In this case, the trainmen had accepted arbitration; the carrier had refused, though it asked on several occasions for creation of an emergency board.

The BRT-TP&W case reached the high court on three issues growing out of a lower court's injunction but only one figured in the court's opinion—the road's "reasonable effort to reach a settlement," as required by the Norris-LaGuardia Act, which provides that no injunction shall be issued in a labor dispute where the petitioner has failed to make "every reasonable effort" to exhaust all governmental machinery of mediation or arbitration (RA, Jan. 22, 1944, p. 254).

In the current work-rules fight the carriers accepted a National Mediation Board offer of arbitration with the comment that the railroads were "agreeable to submitting the dispute, in its present posture, to arbitration provided the parties are able to agree on the provisions of an arbitration agreement, which, among other things, shall state specifically the issues to be arbitrated."

The organizations, a few days later, told the NMB they believed "all areas of the dispute were not fully explored in mediation and, for that reason, we believe the proffer of arbitration is premature. Notwithstanding . . . the proffer of arbitration is respectfully declined."

After the carriers served their promulgation notices July 17, the five grand chiefs met July 20 in Cleveland but apparently did not reach a decision on their course of action until late last week.

Their move—which seeks legal relief and, at the same time, appears to set up the threat of a work stoppage as alternative—does not rule out two other possible courses the dispute may take on its way to some eventual settlement. One is the creation of an emergency board by President Kennedy, if and when the NMB certifies that an emergency exists. The second, considered somewhat less likely at this stage of the dispute, is direct government intervention, exerted in an effort to bring the parties back together to thrash out the issues.

While brotherhood officers debated their problem, last week, there was continuing skirmishing in the nation's press. Three organizations—engineers, firemen and trainmen—kept their ad program going. Their themes: rail operating workers have been made "scapegoats" in the featherbedding campaign. Meanwhile, the carriers—in ads signed "American Railroads"—retraced the course of the dispute and declared that they "have tried, pa-

(Continued on page 62)

Why Santa Fe Likes TV for Advertising

Is television a suitable advertising medium for a railroad? Will it increase freight and passenger traffic? Does it create a favorable impression of the railroad in the public mind? Does it reach the audience the railroad wants to reach? How about costs?

These and related questions were pondered at length by the Santa Fe during the late 40's, when television was just beginning. When the decision eventually was made, it was favorable to television. Today, some 13 years later, the decision is still favorable—perhaps even more so.

Currently Santa Fe sponsors regular news shows in New York and Chicago as well as a schedule of "spot" announcements in selected on-line cities.

In New York the road sponsors a week-end newscast every Saturday and Sunday evening during the spring and summer months.

In Chicago the schedule covers no specifically designated day of the week. One week Santa Fe will sponsor the show only once. The following week it will sponsor the show twice. Then the schedule repeats itself.

The spot announcements, which are 20-second animated telecasts, appear in key cities in Santa Fe territory, including San Francisco, Los Angeles, Kansas City, Fort Worth, Dallas and Houston.

"We are not on television just because it is the smart thing to do," says Arthur A. Dailey, general advertising manager. "Before we went ahead we analyzed the medium carefully and satisfied ourselves that TV would be good for us, would help promote our business and help build a favorable image of the Santa Fe as a dependable transportation company which provides good freight and passenger service."

This conviction as to the merits of TV as a sales and public relations tool is backed up with sizeable appropriations. Santa Fe will spend over $1,000,000 on TV this year, which quite likely will make it the largest TV advertiser in the railroad industry. This outlay represents approximately 40% of the company's $2,500,000 advertising budget for 1962.

Santa Fe buys only prime time—the period between 7 and 10 p.m. It purchases its time slots for "spot" telecasts very selectively, choosing only those which immediately precede those programs which carry high ratings.

If a time slot of this quality is not available, Santa Fe does not buy the next best thing. It merely waits until a satisfactory time period comes along.

The programming of the "spot" telecasts is kept flexible so that events of current interest can be put on the air at timely intervals to provide a type of information and news useful to the shipper or traveler.

These "spots" may refer, for example, to new cars or equipment just purchased, a track relocation project that will cut running time between two points or a new tract of land the Santa Fe has acquired for industrial development.

Like the "spots," the news shows are telecast during the prime evening hours and are just as carefully selected. In Chicago, for example, the road bypassed television altogether for more than two years while it waited for the type of news show it wanted to be associated with as sponsor.

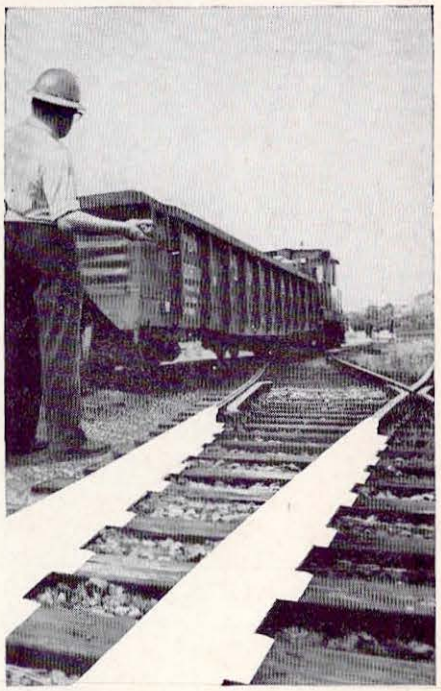
Although the New York show is telecast some 900 miles away from the nearest Santa Fe passenger station or freight depot, the railroad considers this an important outlet because it reaches a market which is rated one of Santa Fe's best for both freight and passenger traffic. It was originally undertaken as an experimental venture—but it no longer bears this label.

Santa Fe's obvious preference for news shows is based on simple and solid logic. The road believes this type of show is better than other kinds of TV fare because "news has the most general appeal to TV audiences."

On TV, Santa Fe advertises both its freight and passenger services, promotes industrial development along its routes and builds an image of a good industrial citizen and a forward-looking, enterprising company. Frequently mentioned is the fact that the railroad provides single carrier service for both passengers and freight between Chicago and the West Coast as well as to intermediate points in the Southwest.

"Television is one media we use where it is evident we get immediate results . . . saleswise," Mr. Dailey said. "When we are on the air with our news show here in Chicago, people call in right away. We get an average of 40 telephone calls for train reservations immediately after the show."

"I need 90-lb. relayers, joint bars, tie plates and two turnouts. Need them next week!"



This engineer needs
Foster Quality Relaying Rail

How about you? When you need top-quality relayers and accessories, get them "Faster From Foster".

L. B. Foster Co. can deliver the exact sections you need—with matching quality joint bars, tie plates, turnouts and track material—from the most complete rail stocks in the country. That's why a Foster Trackage Package is the most economical way to buy.

Call the Foster office near you for fast, low-cost delivery of New and Relaying Rail, Track Materials, Tools, Crane Rail and Accessories.

Send for New Rail Catalog PA-7A

L. B. FOSTER CO. P.O. Box RA-5
Pittsburgh 30, Pa.

Faster From Foster

Pittsburgh • New York • Chicago • Houston
Los Angeles • Atlanta • Cleveland • San Francisco
Detroit • Kansas City • Minneapolis • Lubbock

Often you don't get a perfect fit with some insulation methods for refrigerated trailers. There's a new method of insulating trailers that completely fills every inch of space perfectly. **GREAT DANE** has it!

See pages 28 and 29

Letters from Readers

What Mr. Loomis Said

Washington, D.C.

To the Editor:

In your July 16/23 issue, on page 12, the following appears (beginning near the bottom of the page in the second column):

"Elimination of these rules 'would increase the discrimination and aggravate the competitive inequality found in present law,' Mr. Loomis said. As to leaving the railroads free from the rules, the AAR president said 'it must be borne in mind that the railroads are not by any means being granted the complete regulatory exemption that the water carriers have and will retain, but only exemption from minimum rate regulation.' If the water carrier exemption were rolled back to that point, Mr. Loomis would not object to leaving the three-commodity and mixing rules applicable to all modes."

The last sentence in this quoted paragraph does not accurately reflect Mr. Loomis' statement before the House Committee on Interstate and Foreign Commerce in connection with H. R. 11583. It gives the erroneous impression that Mr. Loomis indicated a willingness to accept legislation that would apply the so-called three-commodity and mixing rules to all types of carriage in connection with the proposed exemption from minimum rate regulation if the present dry bulk commodity exemption provided for water carriers were to be retained in its present form (i.e., with the three-commodity and mixing rules left intact).

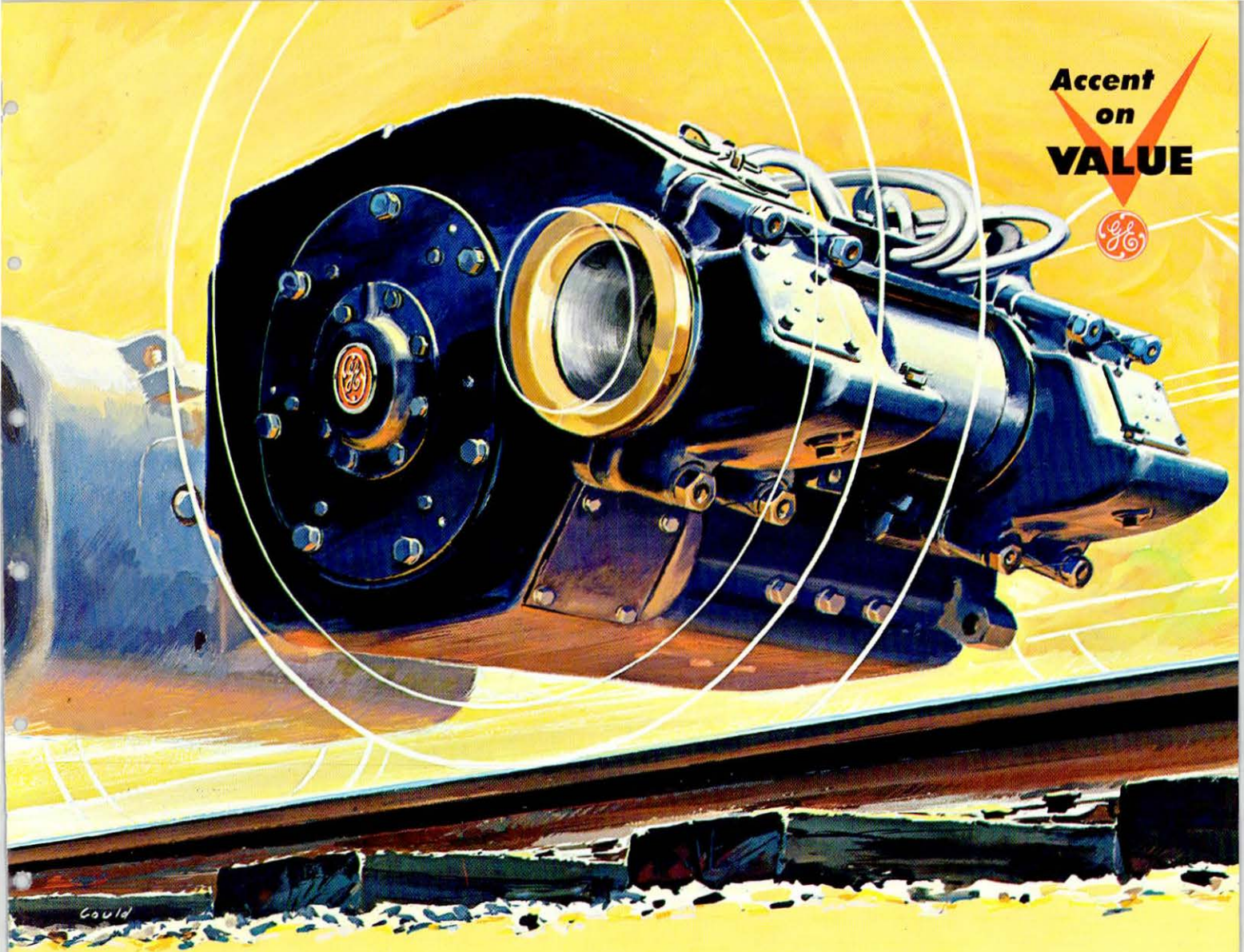
Mr. Loomis asserted that the three-commodity rule and the mixing rule found in the existing dry bulk commodity exemption for water carriers should be retained intact, so that any water carrier desiring to enjoy complete exemption from regulation (as opposed to mere minimum rate exemption) would have to abide by those conditions. He went on to say, however, that should a water carrier desire to operate without observing those conditions, then relief from regulation should be afforded only to the limited extent that it is proposed to relieve railroads under the same circumstances (i.e., relief only from minimum rate regulation).

H. J. Breithaupt, Jr.,
General Attorney, AAR

New Publication

Film

NINE REASONS WHY. A 20-min., 16 mm. color film illustrating the advantages of aluminum bearings in a variety of applications. The film may be borrowed from Aluminum Company of America, Room 639, Alcoa Bldg., Pittsburgh.



G-E Research Delivers Another Added Value for Locomotive Renewal Parts

TRACTION MOTORS UPRATED 25%

Increasing motor ratings 25% in ten years is another example of how General Electric produces greater value for customers.

Insulation advances are the major reason why traction motor ratings have increased, although motor size and basic design have remained unchanged. In General Electric's laboratories, research and development engineers continually evaluate the environments in which G-E traction motors operate. Their exploration into areas of mechanical and electrical strength, heat transfer properties, resistance to oxidation and water, and repairability typify the efforts that produce balanced insulation systems.

And, when you use G-E research-improved parts, your traction motors are upgraded at no extra cost. This is another reason why renewal parts from General Electric are your best value in locomotive parts service.

121-04

GENERAL ELECTRIC

PRESTRESSED RAILWAY BRIDGES COME OF AGE

The Chicago, Burlington and Quincy began operating trains over the nation's first prestressed concrete railway bridge in 1954. In the next 8 years, 20 more railroads placed prestressed bridges or trestles in service. Many more are in the planning and construction stages.

Here are some of the advantages of prestressing:

1. Economically combines the best properties of two major construction materials—the high compressive strength of concrete and the high tensile strength of prestressing steel.

2. Reduces depth of superstructure, thus providing greater underclearance.

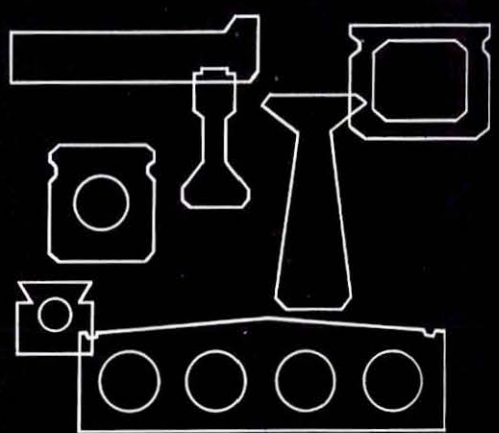
3. Makes it possible to greatly increase economical span lengths that can be designed to fit a variety of bridge requirements.

4. Automatically proof-tests a member because under maximum conditions of loading the stress in the steel and concrete will seldom exceed that produced by the initial prestress.

Box sections, I- and T-beams, hollow slabs, piles — bridge members of all types — have been used and are now readily available from over 250 prestressing plants which stand ready to serve you.

Write for free information on prestressed railroad bridges, list of prestressed concrete manufacturing plants and bridge design aids. (U.S. and Canada only.)

PORTLAND CEMENT ASSOCIATION
Dept. 7e-26, 33 W. Grand Ave., Chicago 10, Illinois
A national organization to improve and extend the uses of concrete



JUNE TRAFFIC POLL

TMs Support Two Car Payment Ideas

Proposition

In an earlier Traffic Poll (RA, Feb. 26, p. 15; March 26, p. 13) industrial traffic managers expressed the opinion that increased shipper ownership and/or lease of freight cars would: (1) Help to alleviate car shortages; and (2) increase the supply of specialized equipment. They also, however, indicated a fear that such increased ownership (or lease) would increase shipper costs by requiring shippers to provide cars for use at "non-compensatory" mileage rates. It has been suggested that the latter disadvantage could perhaps be overcome by some new system of mileage payments — one which might, for example, incorporate: (1) Higher-than-average payments for new, high-capacity or highly-specialized cars, and lower-than-average payments for old, low capacity or unspecialized, general-service cars; and (2) higher-than-normal payments for cars moving under load, with offsetting lower-than-normal payments for cars moving empty.

Questions

In theory, and without reference to any specific amounts, would you:

1) Favor or oppose a sliding scale of mileage payments for privately-owned or privately-leased freight cars, along the lines generally outlined in the Proposition above?

Favor	**39**
Oppose	**10**

2) Favor or oppose some differential payment basis, with larger payments for loaded moves than for empty ones?

Favor	**33**
Oppose	**15**

Traffic men answering Railway Age's July Poll indicate general approval of some scale of sliding mileage payments for private freight cars; and, by a narrower margin, of some differential payment basis for loaded, as compared to empty, movements of such cars.

As the tabulated results show, the first part of the proposal draws about 4-to-1 support; the second elicits more restrained approval, by a little better than 2-to-1. (Replies, it may be noted, were somewhat below average in number—but, as shown by the quotations which follow, represented some of the country's largest and most progressive shippers.)

Union Carbide Corp., through its general traffic manager, C. H. Beard, favors "a sliding scale of mileage payments for privately-owned or leased railway equipment, possibly in as many as four categories based on a combination of age and Rule 112 reproduction value."

Similarly, A. G. Anderson, who holds the same position with Mobil Oil Co., also at New York, says "a sliding scale of mileage payments for private freight cars might be acceptable if based on groupings which reflect the total cost of ownership, including return on investment, depreciation and current repair and maintenance costs irrespective of their age." E. F. Lodge, Jr., director of traffic for Atlas Chemical Industries, Wilmington, Del., thinks it would be "economically sound" for "mileage rates to be directly related to investment by shipper or his replacement cost."

E. A. Timm, director of transportation for the St. Paul Area Chamber of Commerce, calls the sliding mileage scale "the only way to encourage increased private ownership of highly specialized cars . . . to make it economically feasible for shippers to own their own." And Howard Pollen, traffic manager, P. Ballantine & Sons, Newark, N. J., believes "higher mileage payments would tempt more shippers to purchase their own cars." His own studies, he adds, "indicate a loss to us" at present payments.

E. A. Winter, traffic manager, Godchaux Sugar Refining Co., Reserve, La., and H. P. Gabriel, general traffic manager, Hershey Chocolate Corp., Hershey, Pa., both point out, though in slightly different language, that "specialized equipment naturally costs more than conventional equipment, and greater mileage credits should prevail."

R. S. Keeler, manager, Rate and Research Sections, Reynolds Metals Co., Richmond, Va., who favors both proposals, agrees with some of the men previously quoted—that "mileage payment is one way to compensate a shipper for larger and more expensive equipment." He suggests, however, that "this can also be accomplished by a sliding scale of commodity rates for the commodity shipped."

L. F. Van Kleeck, traffic manager, Brown Co., Berlin, N. H., though he opposes both proposals, takes somewhat the same position as Mr. Keeler: "If the shipper is to furnish railroad equipment, then special rates should be provided to the shipper for furnishing such equipment, which is the responsibility of the carrier."

R. W. Bennington, director of traffic for U. S. Rubber Co., New York, though he writes in favor of both proposals, also believes that "if changing transportation conditions require additional or different equipment, the railroads and not the shippers should be responsible."

Except for the point raised by Mr. Van Kleeck, opposition to the sliding mileage scale is based principally on technical difficulties involved in establishing and administering it.

"It would be too difficult to police," says H. F. Hanson, corporate manager of transportation for Brunswick Corp., Chicago. "A sliding scale would complicate accounting methods," agrees H. E. Weldgen, traffic commissioner, Lima, Ohio, Association of Commerce. "Difficulties might arise," he adds, "as to which cars are entitled to higher payments."

"Customers are unable to understand *present* rates and rate structures," says C. R. Shively, traffic manager, Le-Tourneau-Westinghouse, Peoria, Ill. "The above will merely increase their confusion."

Messrs. Beard and Anderson also have definite opinions on the question of differential payments for loaded vs. empty mileage of privately owned or leased cars.

The former "favors mileage allowances based on loaded mileage only, with an appropriate rule for moving empty equipment free of charge or free of allowances, and the elimination of provision for equalization of empty and loaded mileage."

Mr. Anderson, who votes against the proposition as stated, suggests that "a more practical refinement . . . is to simply pay on loaded mileage only." This, he says, "would not only greatly reduce accounting, but would discourage cross-hauling and empty movements for which mileage is paid under the present mileage equalization rules applicable to privately-owned tank cars." (*Continued on page 16*)

too bad there are no garters for some types of insulation methods used in refrigerated trailers today. There's one new type of insulation method that isn't built up in layers. It's as near perfect as possible.

GREAT DANE has it.

See pages 28 and 29

CAR PAYMENT PLANS

(*Continued from page 15*)

P. J. Bond, general traffic manager, Pure Oil Co., Palatine, Ill., takes the same stand: "It would be better if no mileage were paid on empty moves, with correspondingly larger payments on loaded moves, eliminating the mileage equalization feature." G. P. Church, assistant director of traffic for E. I. duPont de Nemours & Co., Wilmington, Del., says his company would be agreeable to "doubling loaded mileage payments for privately-owned cars, with no payment for empty mileage."

"Allowance for loaded movements only would simplify record keeping," suggests C. P. Greeley, vice president—traffic, National Distillers & Chemical Corp., New York. And W. E. Maley, director of traffic, U. S. Borax & Chemical Corp., Los Angeles, thinks "payment of a higher allowance for loaded movement would encourage shipper owners or lessors to seek return movement on empty equipment and would certainly prove more efficient for the carriers." (The Poll proposals, he thinks, are "the most logical method of encouraging shippers to furnish their own special car requirements.")

Opposition to the idea of different payments for loaded and empty mileage seems to stem largely from the fear that empty cars will not be promptly returned.

C. G. Wise, assistant general traffic manager, Minnesota & Ontario Paper Co., Minneapolis, would oppose the idea "unless it included a per diem principle to offset the carriers' practice of delaying return of empty equipment." H. J. Rogers, director of traffic for Heublein, Inc., Hartford, Conn., and A. M. Cloninger, general traffic manager, Longview Fibre Co., Longview, Wash., make about the same point. Mr. Rogers opposes the suggestion "unless rail carriers put more effort into getting empties back to loading point," because "long delays cut into mileage earnings." "If you allow a lesser amount for empty return moves," says Mr. Cloninger, "and if by chance a car moves via a different routing than on its loaded trip, it might be very slow in returning."

There is also some feeling that a shipper, having invested in a car, is entitled to reimbursement however the car moves.

"If we recognize," says Mr. Gabriel, that shipper ownership or lease of cars aids the carriers' financial position, "then it must follow that payment for empty and loaded mileage must be the same. . . . Specialized equipment should be returned expeditiously and should not have to wait for return loads."

Ship perishables and frozen foods PIGGYBACK on S.P.!

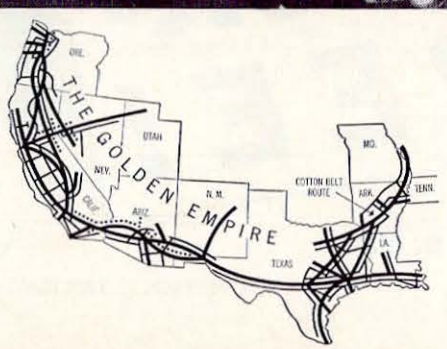
New P.F.E. Tempco-Vans on flat cars give you railroad dependability plus door-to-door pickup and delivery!

Fresh fruits and vegetables, meats, frozen foods—any shipment requiring precise temperature control—can be shipped Piggyback on Southern Pacific, via Pacific Fruit Express *Tempco-Van* Service.

Tempco-Vans are P.F.E.'s new 40-foot highway trailers with dependable diesel refrigeration units that maintain any temperature from 10 degrees below zero to 80 degrees above (Fahrenheit). *Tempco-Vans* provide uniform full-perimeter cooling and high-cube capacity (up to 2,264 cubic feet). They offer perfect protection from heat or cold for both refrigerated or non-perishable commodities.

To meet the growing demand for refrigerated Piggyback equipment, Pacific Fruit Express (owned jointly by S. P. and U. P.) has 425 new *Tempco-Vans* in service now. Another 575 will be ordered this year, bringing the total to 1,000. Five hundred new 85-foot railroad flat cars—200 in service, 300 to be ordered—round out this new Piggyback fleet.

Take advantage of Piggyback benefits next time you ship perishables or frozen foods. Call your nearest S.P. or P.F.E. office.

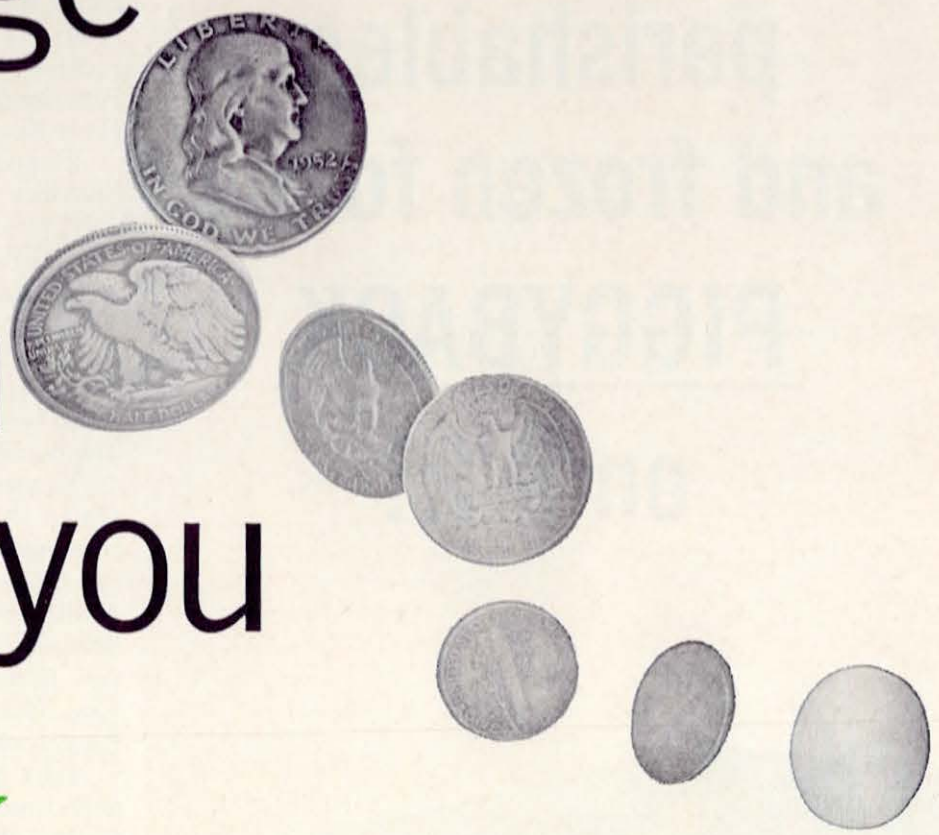


Southern Pacific

Serving the Golden Empire with

TRAINS • TRUCKS • PIGGYBACK • PIPELINES

Lading damage costs vanish when you ship



SHIP BY RAIL SHOCK-FREE!

HYDRA-CUSHION INCORPORATED

PLYMOUTH, MICHIGAN / 230 PARK AVENUE, NEW YORK 17, N. Y.

BREAK THROUGH IN '62?

Why a wave of optimism is beginning to sweep through the railroad industry—and how it came about.

At mid-year, 1962, an air of unprecedented excitement and expectancy pervades the railroad industry.

After years of frustrating defeats on nearly every front, the tide of battle is suddenly and dramatically turning.

Nobody is yet claiming that the war has been won. But it is not inconceivable that 1962 will prove to be the year of the big breakthrough—that more will be accomplished in one year to put railroads back among the blue chips than was accomplished in the preceding 30.

The day-to-day ups and downs that make gloomy reading at the breakfast table tend to obscure the underlying reasons for the wave of optimism that is beginning to sweep the industry. It is true that railroad traffic has been disappointing (although it is running well ahead of rock-bottom '61). Neither can it be denied that the $105-million-a-year pay boost won by the non-ops came as a bitter blow.

But long-range prospects for railroads were seldom more encouraging.

- A major victory on the troublesome featherbedding issue now seems certain. Admittedly, a bitter fight still lies ahead; moreover, there is no insurance against a strike, possibly in mid-autumn, by die-hard brotherhoods waging a last-ditch battle to preserve obsolete work practices. But indications are strong that the White House, when the chips are down, will throw its support behind the recommendations of the non-partisan Presidential Railroad Commission. Even a partial victory will mean ultimate savings of hundreds of millions of dollars.
- President Kennedy's strongly-worded Transportation Message to Congress may well have signaled the real turn of the tide. A bill that would abolish minimum-rate regulation of agricultural and bulk commodities is now before Congress. More than any other single proposal, this would help restore to railroads the right to compete. Long-time advocates of realistic, competitive pricing—like B&O President Jervis Langdon, Jr., and C&NW Chairman Ben W. Heineman—are increasingly hopeful of favorable Congressional action. Other bills are in the works—among them, measures to curb "gray area" practices that now drain billions of dollars of revenue from common carriers.
- The long fight for repeal of the wartime 10% passenger-fare tax has been won—a victory that will further reduce passenger losses.
- Liberalized equipment and property depreciation schedules will permit many roads to pump extra dollars into capital improvements.
- Following President Kennedy's appeal for encouragement of experimental pricing, the ICC has agreed to reconsider the Soo Line's guaranteed-rate proposal, a pilot case, which it rejected last year.
- In recent months, federal courts have consistently been upsetting the ICC's umbrella rate-making decisions.
- The outlook for railroad mergers—and resulting economies that could run into hundreds of millions of dollars a year—brightened perceptibly when the ICC, the Administration, and Congressmen from both parties came out in strong opposition to a "merger freeze."
- Federal, state and local governments at long last are beginning to recognize their responsibility for relieving railroads of the intolerable burden of subsidizing mass-transportation services. On the federal level, there is a $500-million mass-transportation bill, now at the hearing stage. State and local governments, meanwhile, are showing increasing interest in commuter-aid projects.

Why, after years of government hostility and public indifference, are the railroads suddenly an object of genuine public concern and official action?

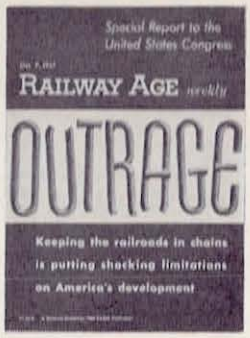
A big part of the answer is to be found in the industry's successful campaign to educate the public to the dangers inherent in tin-lizzy transportation policies in the space age.

THE BATTLE (FOR PUBLIC OPINION) IS BEING WON——▶

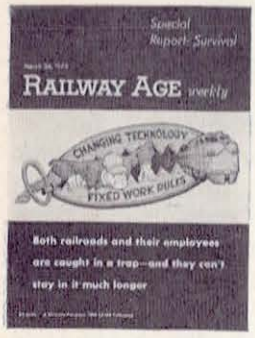
The RRs Win A New Public Image

RAILWAY AGE HELPED START IT...

"Outrage," most widely-distributed issue in this magazine's 106-year history, exposed glaring transportation inequities. It was aimed at a public seemingly indifferent to railroads' plight. Conditions that "outraged" Railway Age then are dealt with in legislation now before Congress.

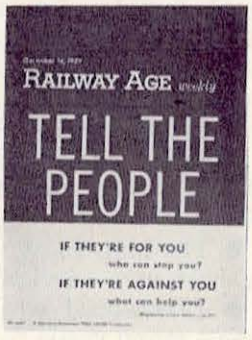

Special Report to the United States Congress
RAILWAY AGE weekly
OUTRAGE
Keeping the railroads in shains is putting shocking limitations on America's development

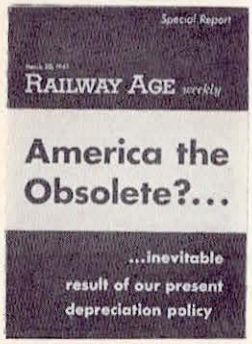
...AND HAS KEPT HAMMERING AWAY


Special Report: Survival
RAILWAY AGE weekly
CHANGING TECHNOLOGY
FIXED WORK RULES
Both railroads and their employees are caught in a trap—and they can't stay in it much longer

First fully-documented expose of the featherbedding problem, the "Trap" issue turned out to be the opening gun in the work-rules fight, now headed for a showdown. "Horror cases" compiled for this special report formed the basis of numerous subsequent articles in other publications.

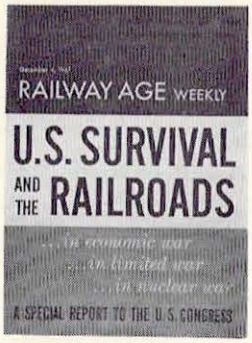
Importance of waging a relentless, industry-wide battle for public opinion was the theme of a continuing Railway Age series, which emphasized: "The ultimate power in this country is the people. If the people are for the railroads, what can stop them?"





"Unplanned obsolescence" — resulting from antiquated equipment and property depreciation policies—was the target of this special report. Many of the remedies proposed then are embodied in new, liberalized depreciation rules announced two weeks ago.

Vital role of railroads in national defense was driven home in this issue. Like all Railway Age special reports, this one went to Congressmen and other opinion leaders. Additional special issues, exploring problems affecting the railroads and their suppliers, are coming.



A radically changed climate of public opinion has helped set in motion this year's fast-moving chain of events. It is reflected in thousands of sympathetic newspaper editorials; in letters-to-the-editor columns; in increasing radio and TV coverage of railroads; and in mass-media magazines that, as never before, have explored railroad problems in depth. The articles summarized or excerpted on these pages represent only a sampling.

LIFE: In a full-page editorial headed, "Danger to the Railroads," Life warned: "Our great transcontinental network of 220,000 miles of railroads is vital to everything that moves, to feed us, house us and protect us. Yet Americans, who depend so much on this system, have been doing what enemy saboteurs have never been able to do, namely: cripple and threaten to destroy it. By outdated laws and regulations, by discriminatory taxes on railroads and by subsidies to their competitors, we have been crippling this vital network almost as effectively as if we were blowing up the tracks . . . The U.S., which has helped Western Europe and many developing nations build modern railroad systems, virtually alone among industrial nations is neglecting its own. Unless our exploding population is going to choke itself to death, we can no longer afford this neglect."

—June 9, 1961.

LOOK: In a five-page article probing the reasons behind abandonment of Lehigh Valley passenger service, Look commented: "With the robber-baron era long since passed, railroads have real reasons for sulking about the unequal treatment they get from all branches of government . . . . With no public sympathy working for them, only railroads have had to pay their full way in every community."

—June 20, 1961.

HARPER'S: Decrying the madcap economics of governments that cater to airline and automobile cultists, C. W. Griffin, Jr., pointed out that "in 1960 . . . $62 million in federal subsidies (an average of $11 per passenger trip of 190 miles) went to the hopelessly inefficient local-service airlines. Yet in the same areas rail passenger service—which could do the job far better—was allowed to die." Also: "Because of the bias favoring automobile travel, federal highway spending is not balanced by any comparable program for mass transit." He was heartened, however, by "a few hopeful signs of common sense in transportation planning. By far the most encouraging are President Kennedy's recommendations to Congress for drastic overall reform of the federal government's chaotic transportation policies."

—July 1962.

FORBES: C&NW Chairman Ben W. Heineman's argument for minimum-rate deregulation made "a good deal of sense" to this influential businessmen's magazine. But Forbes added: "Whether his free enterprise logic would be able to prevail . . . over vested interests who want to keep the strait-jacketing status quo [remains] very much an open question."

—Dec. 1, 1961.

READER'S DIGEST: Alfred Steinberg rode in the cabs of diesels, climbed into cabooses, talked to enginemen and trainmen, yard and maintenance workers, union and front office people, then wrote: "There can be no reasonable doubt that featherbedding abounds wherever one looks." The situation cries out for "a greater sense of responsibility to the public on the part of the railroad brotherhoods," which must be made aware that "the public is sick and tired of costly, wasteful featherbedding."

—November, 1959.

CONTINUED ON FOLLOWING PAGE

TIME: "Despite the auto's onward rush," said Time, "the core of the commuter problem is still the railroads, the most efficient of the facilities for moving people in and out of big cities. A double-track commuter line can carry five times as many people per hour as a four-lane superhighway. . . . The auto is an inefficient commuter tool, carries only an average 1.7 commuters. Soviet Premier Khrushchev, inspecting crowded San Francisco highways, exclaimed what every American knows: 'What a waste!'" Time concluded: "In order to compete effectively, the railroads need tax equality and freedom from excessive regulation."

—Jan. 18, 1960.

THE NEW REPUBLIC: "Our railroads are busted monopolies surrounded by layers of restrictive legislation, federal and local, designed to curb and tax them when they were young, powerful and wealthy," wrote Asher Byrnes in a two-part article. These restrictions now "serve to protect [railroad] competitors rather than the public."

—June 26, 1961.

THE NATION: "In an era when the railroad was king, and the for-hire trucker dominated the highways, the ICC's role as an honest broker between the warring factions—a negative theory of regulation —was perhaps sufficient. Today, with half the nation's intercity commerce moving free of any regulation, the ICC's role must change drastically. And the change will be shaped by political forces acting on Congress. In Congress, the attitude often appears to be that the railroads are chronic complainers who have cried 'wolf' so often that no one need pay them heed. Yet the public appears to have sensed that something drastic must be done."

— Aug. 12, 1961.

THIS WEEK: In an article strongly advocating railroad mergers, Senator George A. Smathers (D.-Fla.), asserted: "Consolidation . . . will keep rail passenger trains from becoming museum pieces. Remember this. If the government takes over operation of the railroads, you and I will be paying to run the trains, whether we ride them or not."

—July 26, 1959.

SATURDAY REVIEW: "The combination of overcapacity and the rise of private carriers is a menace to public transportation," warned Economist Edward T. Chase. Among major railroad problems he listed "archaic regulatory policies," "irrational tax and subsidy policies," and "featherbedding," which, he asserted, is found "in its most acute form in railroading." Among other things, he called for "revision of antiquated antitrust laws" to pave the way for "development of varied transportation services by a single company." *—April 4, 1962.*

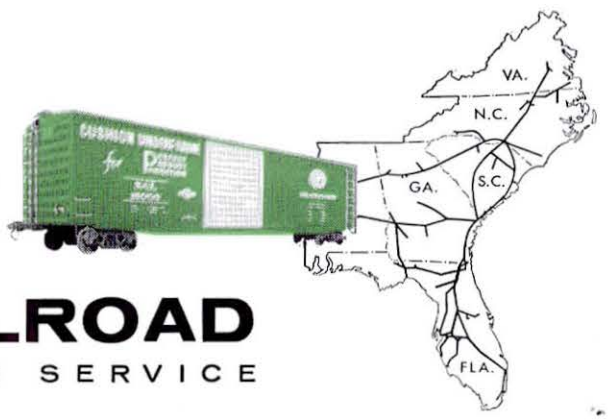
SATURDAY EVENING POST: "The railroads are fighting back," wrote Milton MacKaye. "A swing around the country and interviews with scores of working railroaders has convinced me . . . that the passenger coach is still a long way from the dusty museum and that — granted some sort of relief to offset high operational costs—overland travel is here to stay. . . ." *—Oct. 17, 1959.*

FORTUNE: "Rail commuter lines still carry more than 220 million people a year and taxes allocable to their operations range up to 20 cents of every revenue dollar," wrote Gilbert Burck. "In many instances, this represents the difference between loss and profit . . . . Given freedom and tax equity, many a well-located commutation line can offer better and faster service. . . ."

—May 1961.

WHAT RRs MUST DO NOW—P. 68

CUSHIONED CANNED GOODS ride as steadily as on dealer's shelf in Seaboard's new 70-ton Cushion Underframe cars. Damage claims reduced to peanuts. Loading-unloading so easy, quick. Larger tonnage takes lower rates. Cushion YOUR commodity. The Seaboard man has the best cure for Shipper's Headache.



SEABOARD AIR LINE RAILROAD

THE ROUTE OF COURTEOUS SERVICE

We chained down the cost of

loading and bracing lumber

Pre-bundled lumber is riding the Southern today on a new kind of lumber car. We call it a "chain car"—and our customers call it great! Why? Because it saves them time and money.

This Southern-designed "chain car" is a completely open type with large steel bulkheads at each end. Chains spaced at intervals on the car have ratchet-type load binders which hold the load in place and eliminate shifting.

An entire load of lumber can be loaded or unloaded with a fork-lift truck in a matter of minutes. Expensive wooden side stakes and the placing of steel bands around the lumber are now unnecessary. As much as 80% of manual loading costs are eliminated, one shipper said.

Recently, some of our shippers test-loaded our "chain car" in comparison with trucks and found that the cost of loading was actually lower for the "chain car," per 1,000 board feet of lumber, than for the truck.

Here is still another example of a special freight car *custom-designed* by Southern's materials-handling and pricing teams to do a specific shipping job more economically, effectively and efficiently. Tell us about *your* special needs. We'll find a way to increase our usefulness to you, if there's one to be found. Even if we have to start from scratch and dream up a new car to find it.

SOUTHERN RAILWAY SYSTEM

LOOK SOUTH LOOK AHEAD

WASHINGTON, D. C.

"SOUTHERN'S ACCENT IS ON YOU!"

Why General Electric Likes Piggyback

► **The Story at a Glance: Piggyback (and its first cousin, Flexi-Van) are providing General Electric with improved in-transit times and lower transport costs—and simultaneously producing "plus business" for the railroads.**

How GE is using the "old-new" method of transport, and why GE traffic people are "excited" about its present values and its future potential, were carefully outlined at the recent Chicago meeting of the AAR's Mechanical Division.

The speaker was Sheldon R. Lewis, manager of traffic service for GE at New York. His comments on his company's use of TOFC, and its value, follow.

General Electric operates under a philosophy of decentralization.

Decentralization places the responsibility for the success of each operation on each department. For example, before decentralization at Schenectady, N.Y., we had one traffic department controlling the flow of material; after decentralization, we had 14 organizations, each responsible for movement of material both in and out. This move from one traffic department to many had the effect of reducing the opportunity to make carloads. This, in turn, diverted business that formerly moved via rail to other modes of transportation.

There was also another factor of major significance which contributed to a breakdown of the ability to make carloads, and that was inventory control.

Prior to World War II, it was the rule, in general, to buy in carload lots. But, during and after World War II, when merchandise was hard to come by, people in business learned to do with less inventory. Obsolescence or overstocks were to be shunned like the plague, and the objective was to be as fluid as possible by having no greater inventory on hand than was necessary to meet the market's demands. Nor has the situation changed; indeed, today's rapid communication systems, together with the use of computers, make it possible to ascertain accurate daily inventory levels and tend to reduce the need to buy and ship in carload lots. It also demands greater control over the now more numerous and smaller shipments to assure dependable deliveries to forestall plant shutdown or loss of customer sales due to failure of shipments to arrive on time.

The improvement in delivery cycles and the ability to deliver overnight to points as far as 500 miles away via surface methods, plus the many variations within these methods such as transloading or split delivery, make it additionally easier to maintain minimum inventory levels.

This business of transportation is dynamic. Selected methods of movement must be watched; new methods must be explored to make sure that the best performance is being obtained. Failure to keep abreast of the times can be most costly. Recognizing all these facts and realizing that each of our departments on its own was doing the best possible job, the fact remained that the material flow of each department and as a group must be analyzed. Using a punch card system, we were able to accumulate flow information which made it apparent that much could be done to reduce transportation expenses and improve service under decentralization by pooling our shipments so as to take advantage of the still substantial volume of freight. With these facts in hand, it was agreed, after our presentation to all departments concerned of the attractive possibilities for service improvement and cost reduction, to have one pooled traffic organization in Schenectady responsible for controlling the flow of material both in and outbound.

One of the methods indicated in our analysis that held out good possibilities for transportation improvement was private carriage, and serious consideration was given to using this method of movement between Schenectady and Chicago, but about this time, piggyback Plans I through IV were offered.

In the Schenectady area we manufacture steam turbines, gas turbines, insulating materials, atomic motors, power tubes, large, medium and small motor-generators, wire and cable and forgings, and, also, distribute our company printed forms. So it became obvious that a Plan III piggyback operation to Chicago would provide us with an excellent opportunity to prove to our Schenectady departments that through pooling we could not only reduce our transportation expenses, but also improve our times in transit with dependable delivery. It was decided also to further enhance the value of Plan III by offering these advantages to the adjacent plants at Hudson Falls, N. Y., which produces capacitors; Waterford, N. Y., with its silicone products, and Pittsfield, Mass., where several departments produce chemicals, plastics, transformers and regulators.

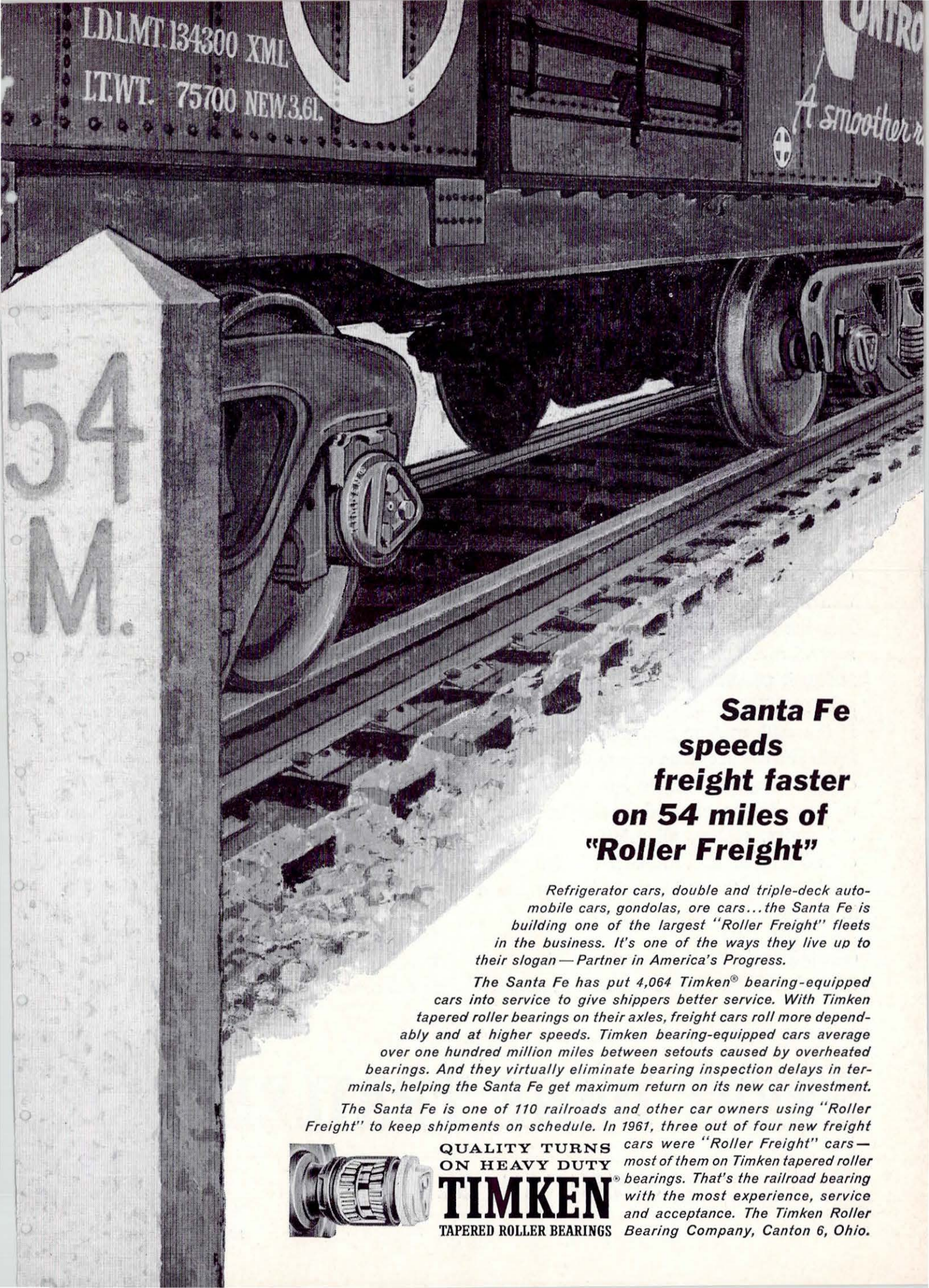
Sheldon R. Lewis is manager of traffic service for the General Electric Co., with headquarters in New York. Prior to joining GE, he was general traffic manager for the Radio Corp. of America; and had had experience as traffic manager for Montgomery Ward Co. in Chicago, Fort Worth, Oakland and Albany. He was also mail order traffic manager for Montgomery Ward.

Mr. Lewis is a graduate of Golden Gate College at San Francisco, and attended GE's Advanced Management Course.

The plan was put into effect. Our first week saw us move approximately six trailers. It is interesting to point out that as our statements concerning cost and service improvements were realized, the tonnage grew, our service frequency factor improved, and our cost came down. These improvements, in turn, attracted tonnage beyond the immediate Chicago area to the point where the combination of charges was the same as the through rate, but because of better in-transit time, it allowed us to be more competitive servicewise and costs became secondary to improved customer service. As a result, this Plan III Schenectady-to-Chicago operation now moves approximately 20 trailers per week with all objectives achieved.

Savings on our Plan III operation are quite satisfactory, plus improved

(*Continued on page 54*)



Santa Fe speeds freight faster on 54 miles of "Roller Freight"

Refrigerator cars, double and triple-deck automobile cars, gondolas, ore cars... the Santa Fe is building one of the largest "Roller Freight" fleets in the business. It's one of the ways they live up to their slogan — Partner in America's Progress.

The Santa Fe has put 4,064 Timken® bearing-equipped cars into service to give shippers better service. With Timken tapered roller bearings on their axles, freight cars roll more dependably and at higher speeds. Timken bearing-equipped cars average over one hundred million miles between setouts caused by overheated bearings. And they virtually eliminate bearing inspection delays in terminals, helping the Santa Fe get maximum return on its new car investment.

The Santa Fe is one of 110 railroads and other car owners using "Roller Freight" to keep shipments on schedule. In 1961, three out of four new freight cars were "Roller Freight" cars — most of them on Timken tapered roller bearings. That's the railroad bearing with the most experience, service and acceptance. The Timken Roller Bearing Company, Canton 6, Ohio.

QUALITY TURNS ON HEAVY DUTY

TIMKEN®

TAPERED ROLLER BEARINGS

NEW from GREAT DANE

FROTHING

The most perfect method of producing urethane insulation in a trailer

Great Dane's new frothing-in-place insulation method applies urethane pre-foamed, like the shaving cream you get from an aerosol can. This pre-foaming, or frothing, makes it possible to fill the space to be insulated with a single injection. The cavity in the wall, roof or floor is half-filled with froth and the urethane expands with closed-cells to completely fill the space. This gradual, two-to-one expansion completely fills the cavity, sealing all joints, building up one solid block of urethane insulation which conforms perfectly to every inch of space in the insulation area.

Great Dane's frothed urethane does not expand or contract due to sudden temperature changes. The frothing-in-place is done with "open wall" filling, which makes it possible to inspect the insulation before the lining is installed. If imperfections exist, corrections are made to assure that there are no voids or inefficient air pockets.

If you plan to have trailers in your fleet with urethane insulation, rather than other insulation materials, the most perfect method of applying urethane is frothing. Only Great Dane has it. It will be worth your time to get from the Great Dane man the full details about frothing. It's the finest method of producing urethane insulation in a trailer. Frothed-in-place urethane is the most efficient insulation available.

GREAT DANE TRAILERS

Quality is our product

SAVANNAH, GEORGIA

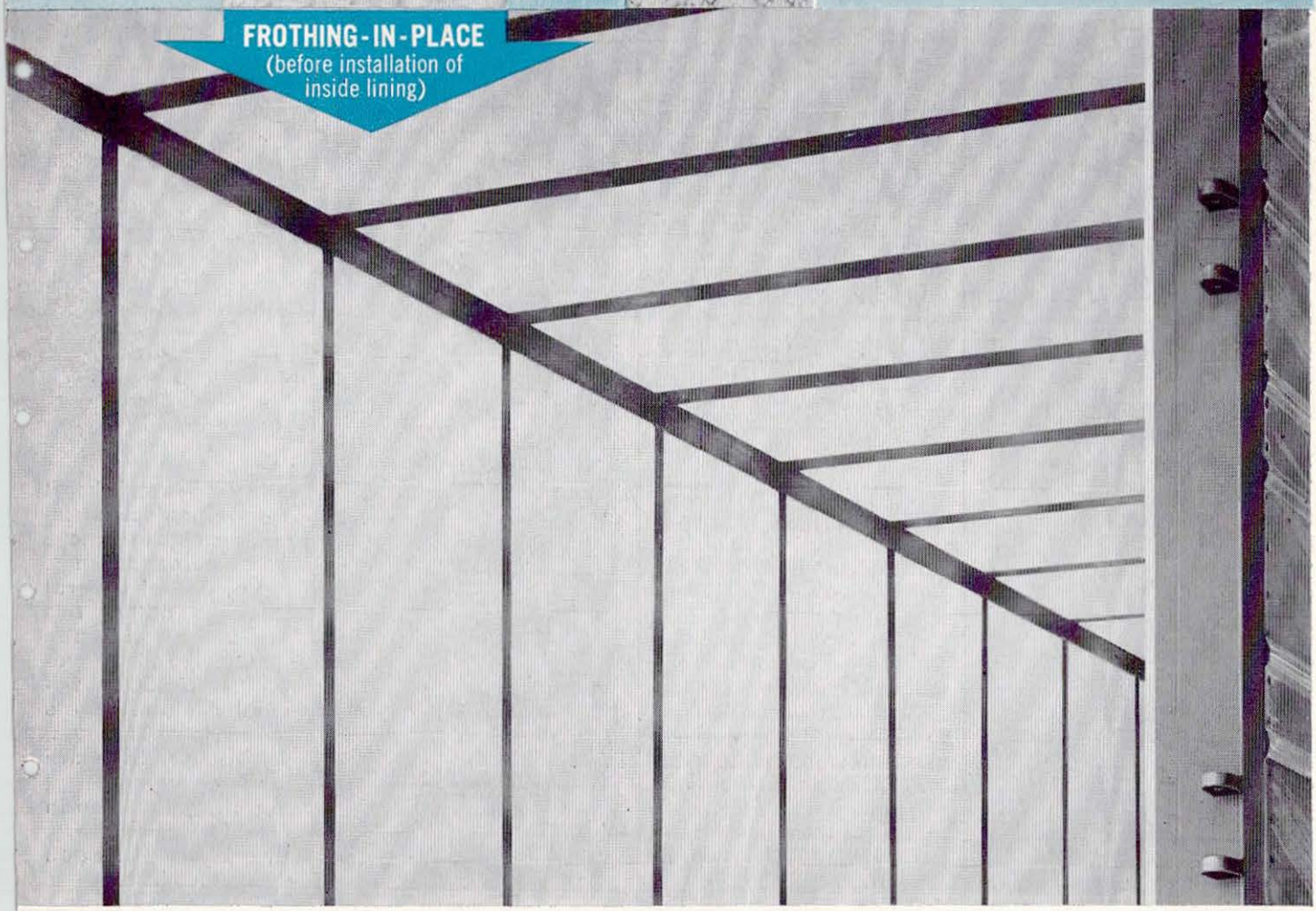
WITH GREAT DANE FROTHING

the froth is shot into the cavity with a controlled expansion of only two times. This low expansion rate gives you even cell structure and even density of material, low K factor, and maximum insulation. Frothing-in-place provides an unbroken wall of insulation material exactly conforming to the contours of the trailer construction. The closed-cell structure eliminates moisture pick-up.

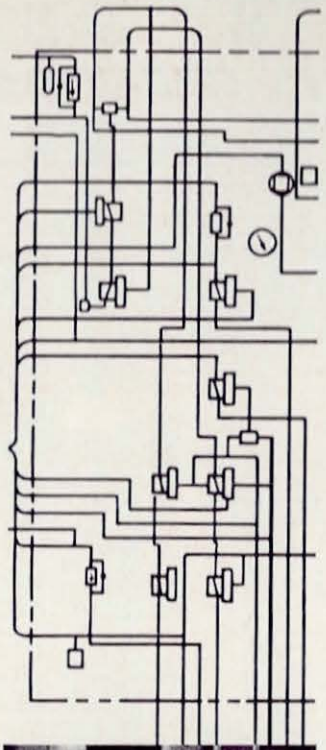
OTHER METHODS

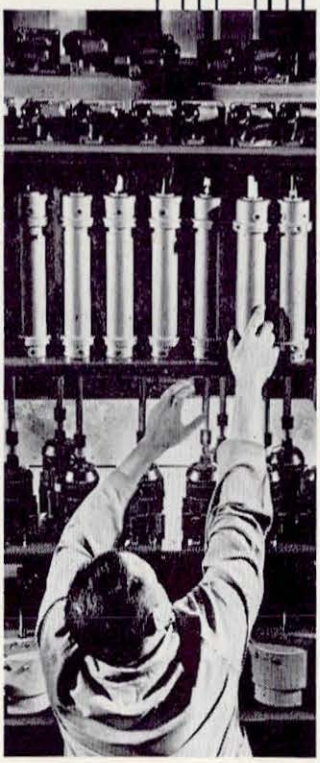
of poured-in-place insulation require multiple pours which result in uneven density, elongated and sometimes broken cells, inefficient air pockets. These methods have fast expansion rates which offer the possibility of imperfections fifteen times greater than Great Dane's frothing-in-place method. Other types of foaming give uneven layers—it takes several layers to fill the closed cavities—resulting in varying densities which, of course, produce varying trailer weights.

FROTHING-IN-PLACE
(before installation of inside lining)



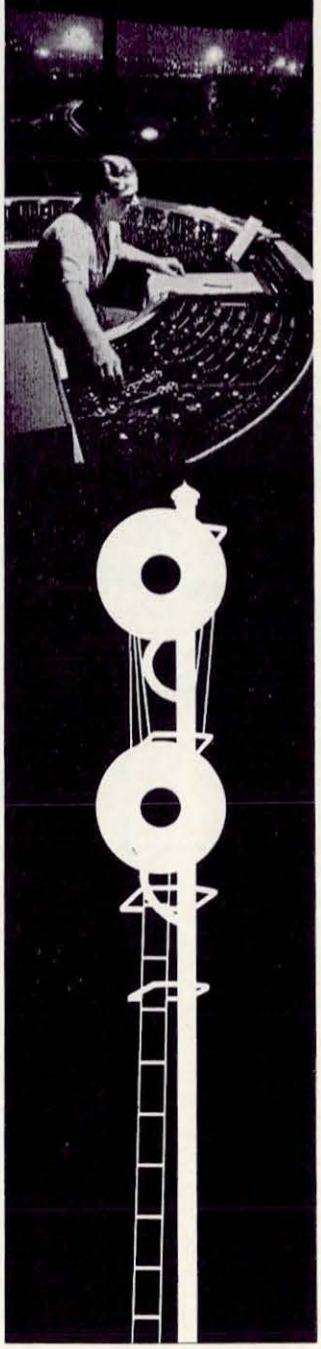
Knock a mountain to bits! The ability to withstand punishment is basic to thousands of WABCO products. Here a rock drill, manufactured by WABCO's LeRoi Division, smashes a mountain of granite. Tough equipment to accomplish tough jobs—a product of The WABCO Reach.

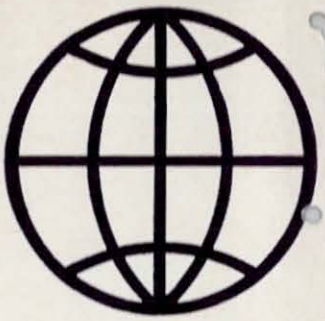


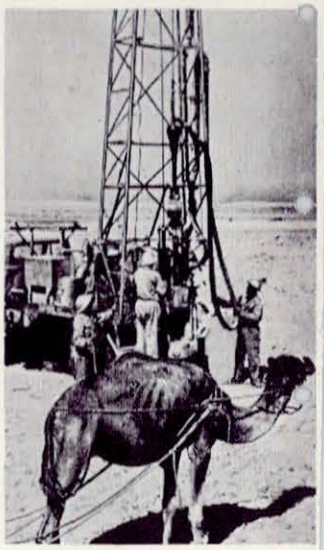


Automation—from the shelf. Automation's not a luxury when you can buy it from a catalog! Products like these fluid power controls and positioners, made by WABCO's Industrial Products Division, are among tens of thousands of standard items in WABCO catalogs—from minute components for automation to giant earth-moving machines. This, too, is The WABCO Reach.

34-mile train at his fingertips. That's the string of cars handled each day by the automatic freight yard classification system developed by WABCO's Union Switch & Signal Div. WABCO systems control everything from railroad freight yards to gas pipe lines to subway shuttles. The ability to conceive, design and manufacture complex systems for industry—part of The WABCO Reach.







Drill deep—everywhere! WABCO products are familiar sights to camels, polar bears and llamas. Here, one of several thousand drilling rigs manufactured by the George E. Failing Company, a WABCO subsidiary, helps locate Libya's tremendous oil reserves. WABCO products are used on every continent and manufactured in eight foreign countries. The WABCO Reach spans the globe.

How you profit from

The WABCO Reach

Send word to the folks back on earth! This model of a space power-package for extended missile flight takes its power from the sun. By combining know-how in thermoelectricity, optics and astrodynamics with plain old-fashioned mechanical ingenuity, WABCO's subsidiary, Melpar, Inc., has engineered a unit which will power conversations with earth, drive analytical computing equipment, or even the space ship itself. Sophistication in diverse technologies— electronics, pneumatics, hydraulics, metallurgy, and physics (to name but a few)—extends The WABCO Reach to the outer dimensions of our universe.

How you can profit from WABCO's many strengths, skills and products is told in *The WABCO Reach.* Send for your copy today.

WABCO

Westinghouse Air Brake Company, Dept. G-1, Three Gateway Center, Pittsburgh 22, Pennsylvania.

WABCO—signature for one of the world's great corporations—seven major operating units with individual strengths.

George E. Failing Company
Enid, Oklahoma

Industrial Products Division
Wilmerding, Pennsylvania

LeRoi Division
Sidney, Ohio

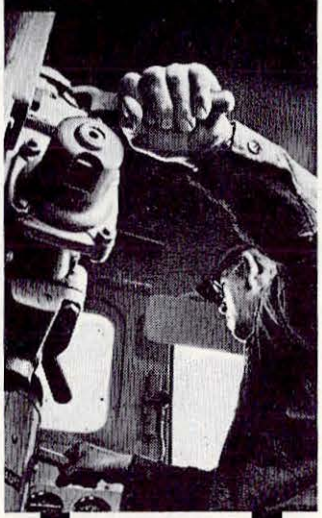
LeTourneau-Westinghouse Co
Peoria, Illinois

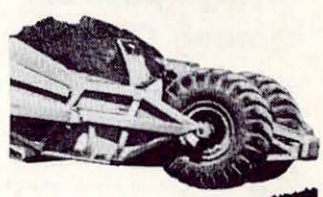
Melpar, Inc.
Falls Church, Virginia

Union Switch & Signal Division
Pittsburgh 18, Pennsylvania

Westinghouse Air Brake Division
Wilmerding, Pennsylvania

Reach for the air brake, engineer! And even when you're highballing you'll have confidence in your ability to stop *without fail.* Westinghouse Air Brake Division's ninety years of designing for reliability—this is the heritage of all the thousands of products that fall within The WABCO Reach.





Here come the mountain movers! A WABCO subsidiary, LeTourneau-Westinghouse, made the first self-propelled scraper, and revolutionized the heavy construction industry. From the introduction of these scrapers to the first commercial use of industrial electronics to the development of machines which "learn" through reward and punishment—pioneering is basic to The WABCO Reach.

Here's what three top security analysts think the railroads must do

"Twenty percent savings possible through C.T.C.!"

says Mr. Pierre R. Bretey, railroad security analyst, Partner, Hayden, Stone & Company, Inc.

"To obtain economics comparable to those of the diesel over steam locomotives, railway officers may well look to modern signaling in automatic classification yards and Centralized Traffic Control. Savings on the order of 20%, or even more, on invested capital should spark a major railroad signal rehabilitation program for Class I railroads over the next decade."

Portraits by Edma Sherman

"Big job of automation still remains for the railroads,"

says Mr. W. Wendell Reuss, Manager, Transportation Securities Department, W. E. Hutton & Company.

"The railroad industry introduced many concepts of automation which have now been accepted by other industries. It must continue to pioneer in the application of automation techniques if operating costs are to be reduced. New developments such as the integrated train, automatic train dispatching, automatic train operation, consolidation of CTC along with fully automatic yards . . . all offer the railroads great opportunities for cutting operating costs."

"Railroad mechanization is imperative,"

says Mr. Joseph T. Small, security analyst, Paine, Webber, Jackson & Curtis.

"Keen competition in the transportation industry today has prompted a strong effort to mechanize the railroads. This is bound to make the use of Centralized Traffic Control and push-button yards more imperative as time goes on."

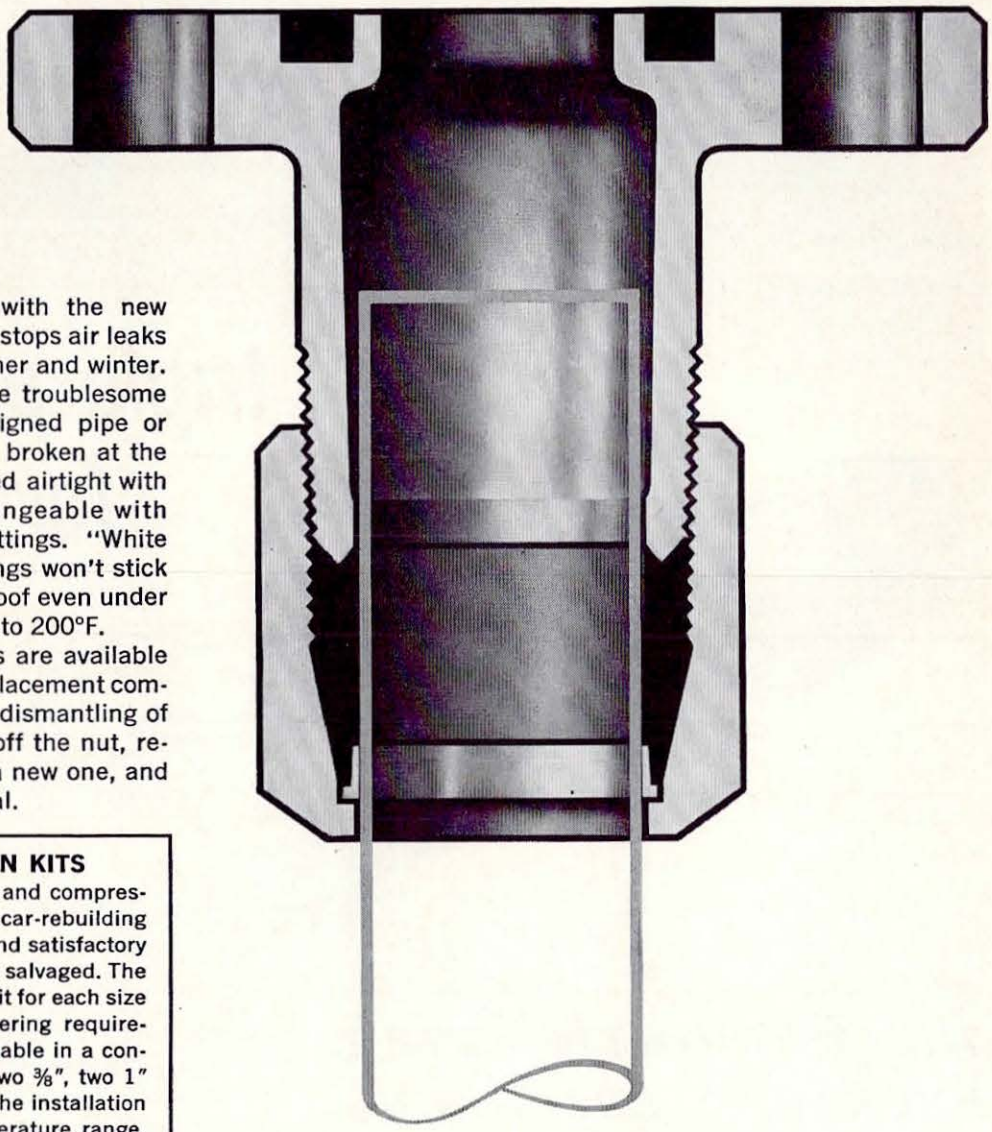
Railroads with CTC and automatic classification yards have reported a 30 to 40% return on their investment. Union Switch & Signal has the equipment to give your road better and more economical operation. Centralized Traffic Control equipment and automatic classification yard systems are the practical ways for railroads to expand operations while reducing their operating costs. Learn how your railroad can achieve these benefits today. Write Union Switch & Signal, Pittsburgh 18, Pa.

WABCO

UNION SWITCH & SIGNAL DIVISION

PITTSBURGH 18, PENNSYLVANIA/Westinghouse Air Brake Company

GRIPSEAL pipe fittings eliminate air line leaks

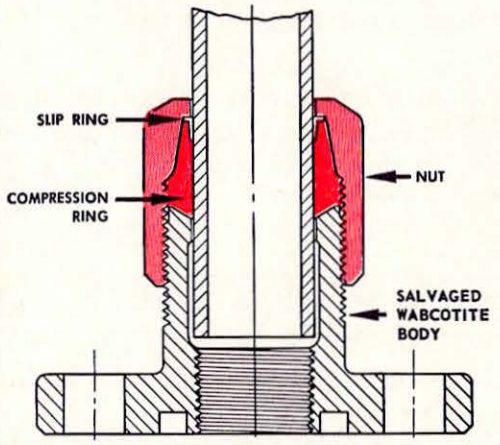


Replacing old style fittings with the new Gripseal Flanged Pipe Fittings stops air leaks and retains air pressure summer and winter. Gripseal Fittings overcome the troublesome problem of connecting misaligned pipe or slightly short pipe. Even pipe broken at the threaded section can be sealed airtight with Gripseal. They are interchangeable with Wabcotite and Wabcoseal fittings. "White Mark" rubber compression rings won't stick to the nut—they remain leakproof even under extreme temperatures of —50 to 200°F.

Gripseal Flanged Pipe Fittings are available in all pipe sizes—¼"-1¼". Replacement compression rings are split so no dismantling of pipe is necessary. Just back off the nut, remove the old ring and insert a new one, and tighten again for a positive seal.

GRIPSEAL CONVERSION KITS

Consisting of the slip ring, nut and compression ring are available for use in car-rebuilding programs and are economical and satisfactory if Wabcotite body fittings can be salvaged. The three items are packaged as a Kit for each size of fitting. Conversion sets covering requirements for a single car are available in a convenient package consisting of two ⅜", two 1" and six ¾" Kits. They upgrade the installation to the new standards for temperature range, gripping power and longevity.



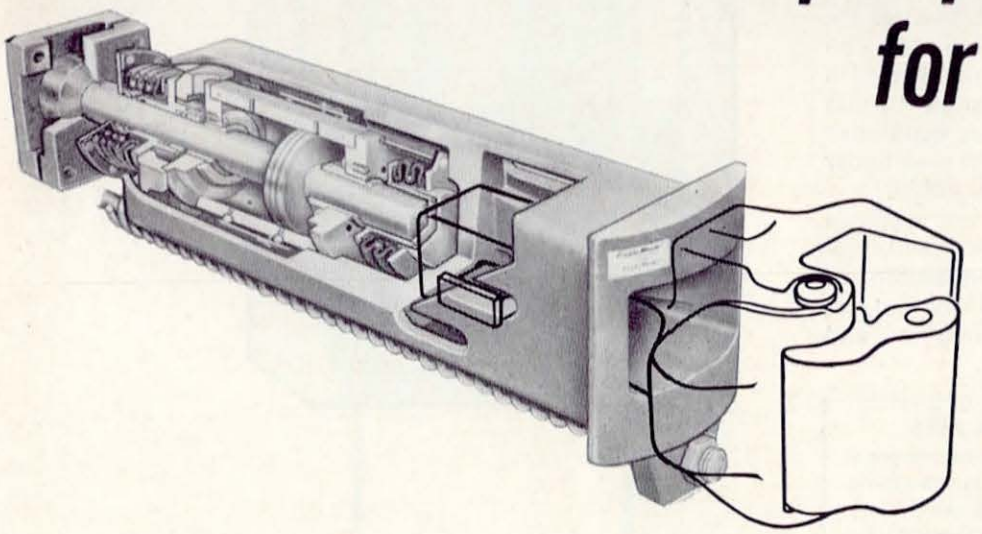
WABCO

WESTINGHOUSE AIR BRAKE DIVISION

WILMERDING, PA./ Westinghouse Air Brake Company

ONE FREIGHTMASTER CUSHIONED CAR GIVES

triple protection for valuable freight



THE FREIGHTMASTER HYDRAULIC CUSHIONING DEVICE

...helps protect *three* cars for the price of one. It is the proven, high-capacity cushioning device designed to transmit its smooth, shock-absorbing qualities to *adjoining* cars as well as to the car in which it is installed. This results in greatly reduced draft and buff forces to *all three* cars from a single car set of FreightMaster units.

FreightMaster installs right where you used to put the draft gear . . . but protects freight and car structures better than draft gears ever could. Proof? One newsprint carrier using FreightMaster-equipped cars exclusively has rolled up more than a full year's service (400-plus carloads) *without a single claim!*

MAKE THE MOVE to FreightMaster. Your claims will be smaller — and your customers happier! Write for complete details, and your copy of the feature-packed FreightMaster brochure.

FreightMaster has received A.A.R. limited approval for use in general interchange service.

FreightMaster®

1400 E. Berry St., P. O. Box 11387, Fort Worth, Texas • A DIVISION OF **Halliburton** COMPANY

BIG RESOURCES

A VAST STORE OF NATURAL WEALTH is condensed in the six states served by Kansas City Southern Lines.

Here are tremendous oil and water reserves . . . the basic requirements for chemicals, steel, light metals, plastics, together with a wide variety of agricultural and forest products.

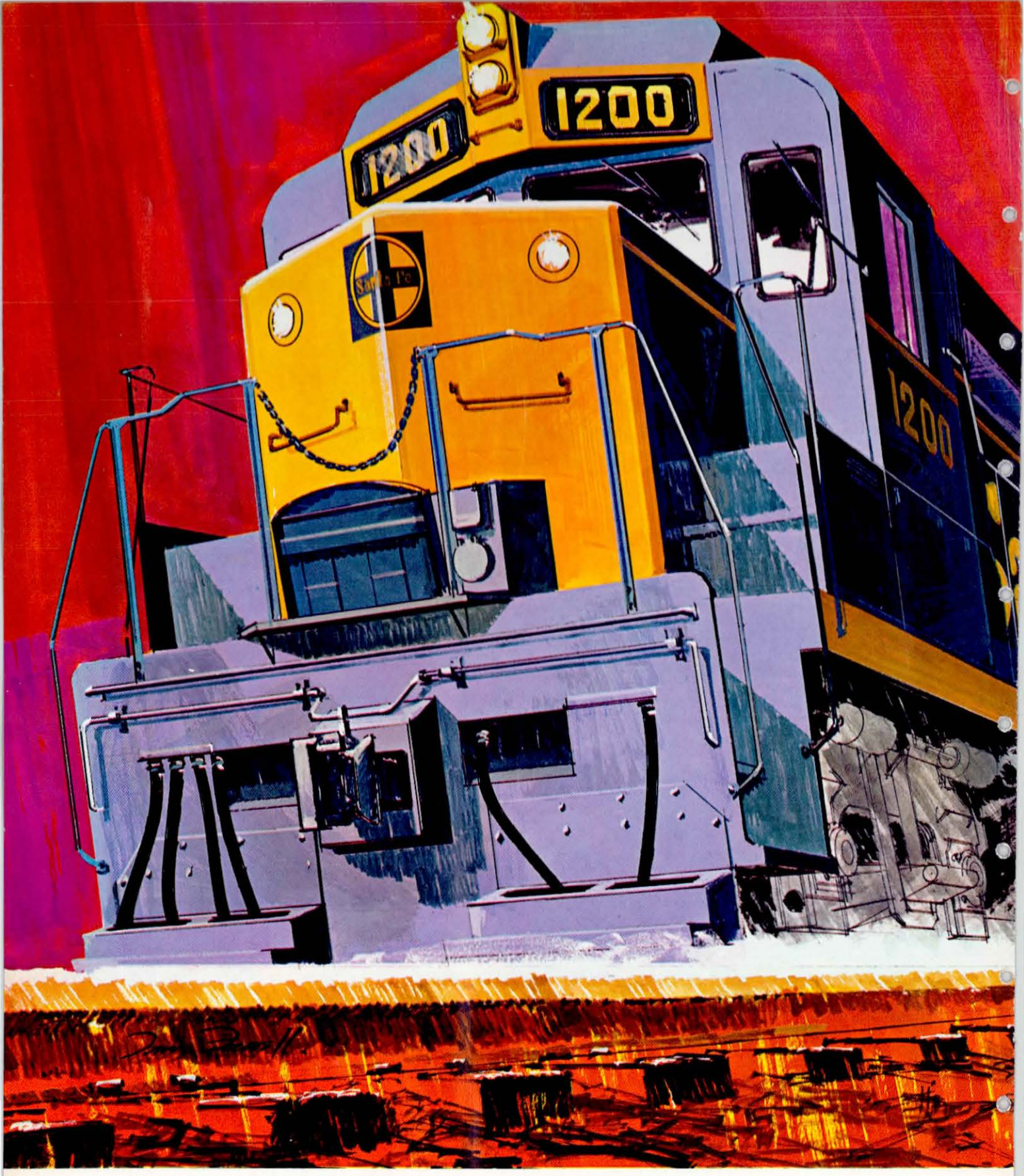
The population is growing rapidly, too, resulting in increasing demands for goods and services. And transportation is keeping pace—both for domestic and foreign commerce.

Here are unusual opportunities worth investigation . . . and our services to that end are yours for the asking!

AGRICULTURAL PRODUCTS
ANTIMONY
BAUXITE
CHALK
COAL
DOLOMITE
IRON ORE
LEAD
LIGNITE
LIMESTONE
MARBLE
MERCURY
NATURAL GAS
OIL
SALT
SHALES
SILICA
SLATES
SULPHUR
TIMBER
VANADIUM
ZINC

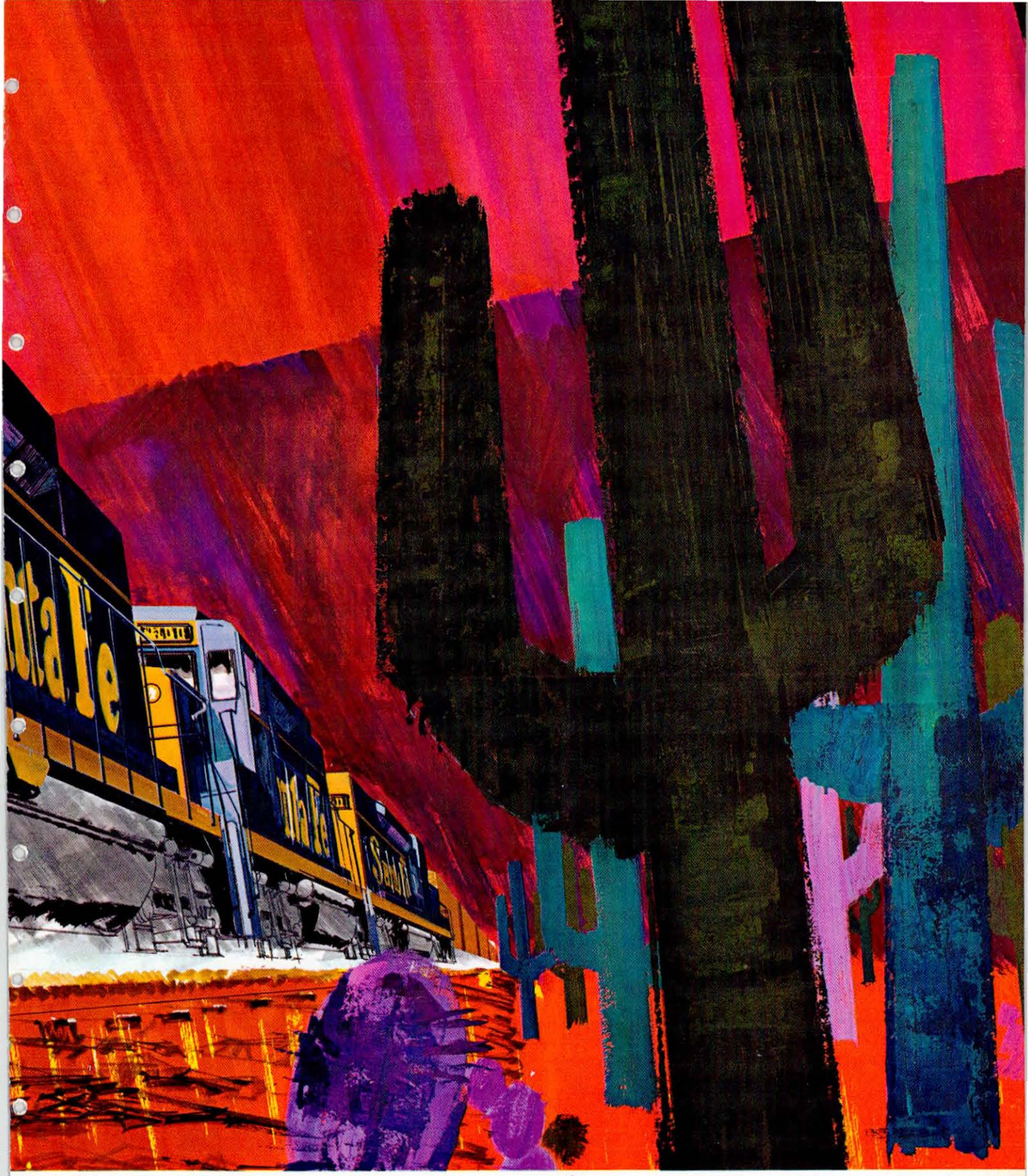
KANSAS CITY SOUTHERN Lines

J. W. SCOTT • VICE PRESIDENT—TRAFFIC
D. T. McMAHON • ASST. TO PRESIDENT (Development)
Kansas City 5, Missouri



On the Santa Fe . . .

the Revolutionary GP-30



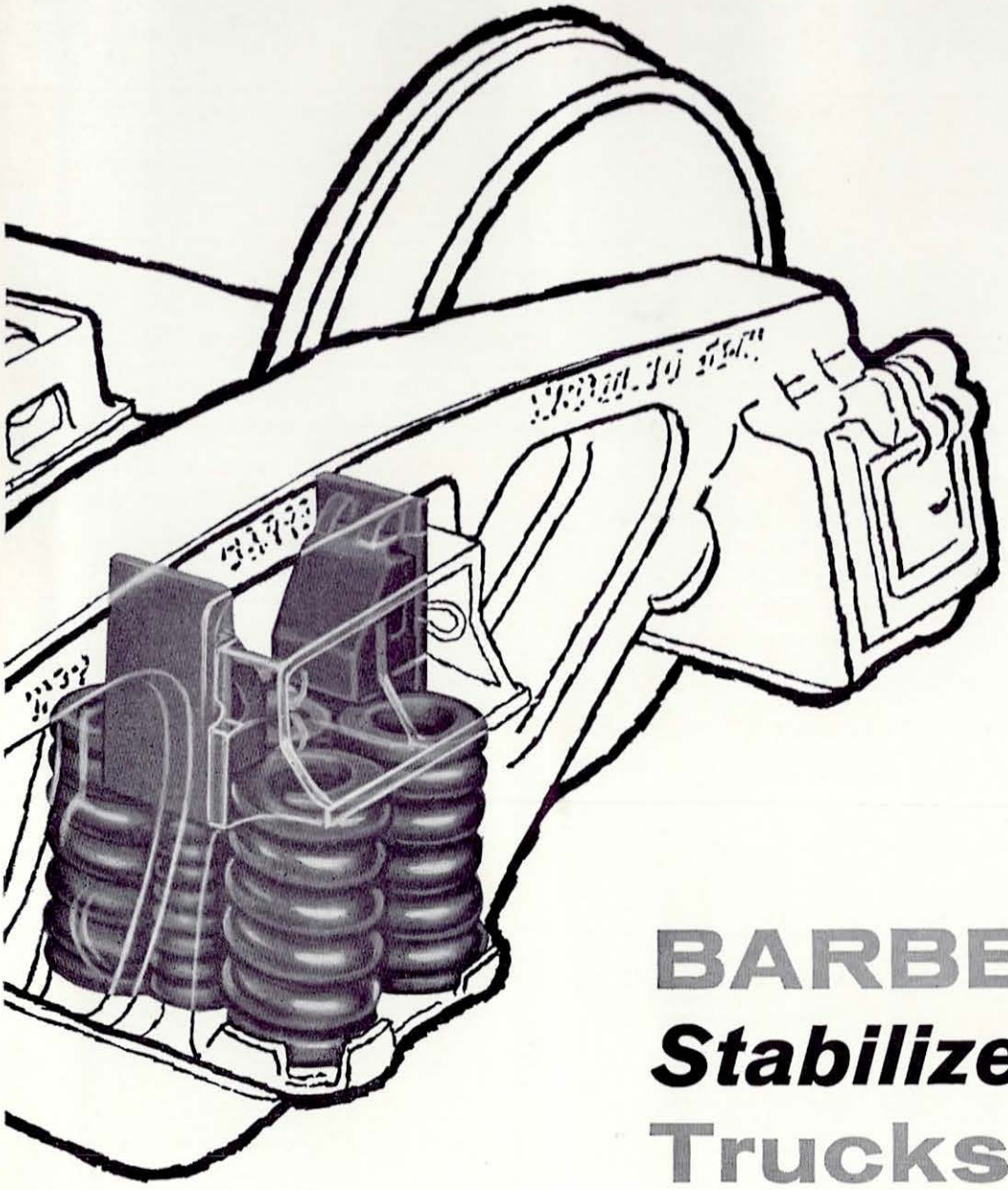
On the Santa Fe, thirty-five General Motors GP-30's speed freight between Chicago and destinations westward. The most significant advancement since Diesel first replaced steam, these new mainline pacesetters combine high speed/heavy drag performance . . . offer dramatic economies in operation and maintenance. For the Santa Fe the Revolutionary GP-30 represents railroad progress . . . the advantages of increased efficiency and earning power through planned locomotive replacement.

ELECTRO-MOTIVE DIVISION · GENERAL MOTORS · LA GRANGE, ILLINOIS

HOME OF THE DIESEL LOCOMOTIVE · In Canada: General Motors Diesel Limited, London, Ontario

GENERAL MOTORS LOCOMOTIVES

maximum control—minimum wear



BARBER *Stabilized* Trucks

Full rear bearing area protects the bolster, and longer springs take up what little wear results from years of use. For maximum control and minimum wear, specify Barber.

Standard
CAR TRUCK COMPANY

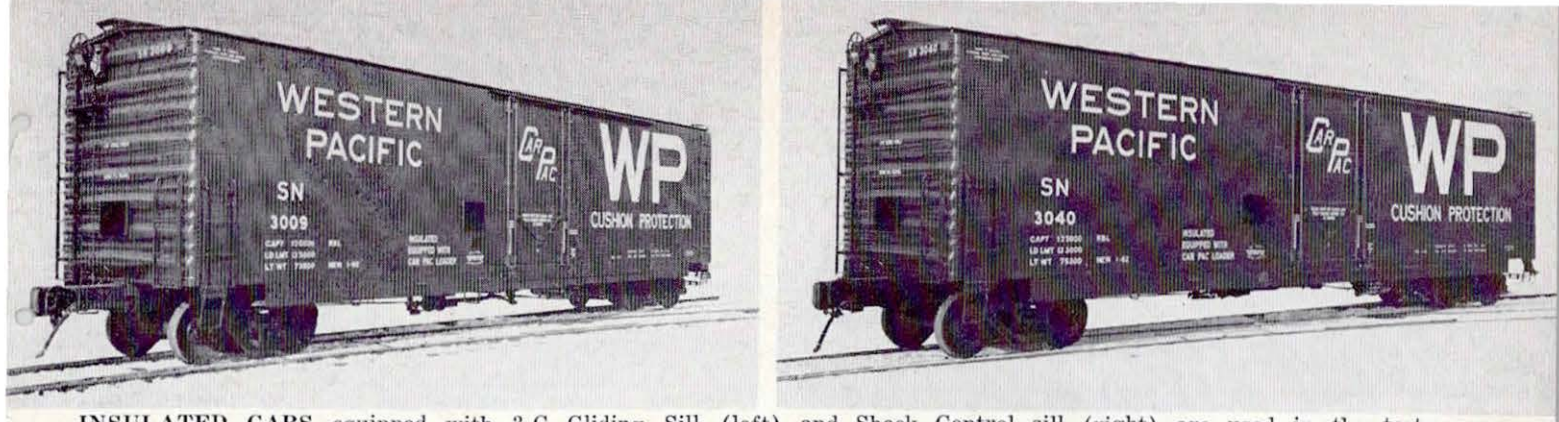
332 S. Michigan Ave., Chicago 4, Ill.

BARBER

Manufacturer of
BARBER Stabilized Trucks and center sill CUSHION TUBES

Six Penn Center Plaza, Philadelphia 4, Pennsylvania
Canada: Consolidated Equipment Co., Ltd., Montreal 2

1662



INSULATED CARS equipped with 3-C Gliding Sill (left) and Shock Control sill (right) are used in the tests.

Lower Loading Cost Is WP Objective

► The Story at a Glance: To prove the validity of its latest approach to a marketing concept established in 1958 —to tailor box cars to the needs of shippers and cut loading-unloading costs —the Western Pacific is testing a fleet of 40 new Thrall-built cars equipped with special cushion underframes and fewer load-securing devices.

The Western Pacific has launched a two-year program aimed at reducing box-car loading-unloading costs by 20%.

W. C. Brunberg, WP vice-president —marketing, says a key factor in this large-scale experiment will be a fleet of 40 50-ft insulated 70-ton box cars with special cushion underframes recently built by Thrall. These cars have been added to the WP fleet of cushion-underframe, lading-device-equipped cars.

The new project, part of the WP "Cushion Protection" program which has been under way for several years, is expected substantially to reduce the number of interior cross-members and plywood deck boards in the box cars while maintaining lading protection at maximum levels.

L. F. Delventhal, Jr., head of marketing field services for the WP, pointed out that, while box cars with lading devices and standard draft gears require about 35 interior cross-members and 20 to 25 plywood deck boards to restrain damage-sensitive lading properly against impact forces, the new Thrall cushion-underframe box cars require many less. The significant reduction in dynamic shock should cut the shipper's loading and unloading costs by reducing the number of restraining devices which are required. Objective of the WP experiment is to reduce the number of cross-members to about 16 to 20, making a proportional reduction in the number of deck boards. These should serve to cut loading and unloading costs by more than 20%.

WP says testing will involve 30 to 50 transcontinental loads in each of several lading categories involving two general types of freight. The first highly damage-sensitive lading includes canned goods, electronic products, glass-container items, fiber drums, office equipment, and delicate paper products. The second classification — high-density products — will be shipments of tin plate, auto batteries, small motors, machinery and similar items.

The procedure developed for the test program involves six steps:

- WP sales force is being fully briefed on features of the new box cars and objectives of the test;
- Sales personnel will meet with shippers to determine specifications for loads in each lading category;
- Load diagrams will be designed;
- WP engineers will be on hand for the loading operations and for unloading at destination;
- A formal report will be drafted on each test shipment during the test period, including a complete analysis on cost savings in materials and labor;
- Studies will be made of photographs on each shipment showing load conditions en route.

WP reports that, with the few transcontinental test shipments already completed, the number of cross-members was reduced from 45 to 35 for such products as 20,000-lb tin-plate coils. Test results have been "highly favorable" in terms of reducing costs.

In the new box cars, built at Thrall's Chicago Heights, Ill., plant, a key role in the prevention of dynamic shock damage is performed by two types of cushion underframes. Cushioning units for the sliding sills on these cars were produced by Keystone Railway Equipment and National Castings. Thirty of the new WP cars are equipped with the Keystone units, 10 with National unit.

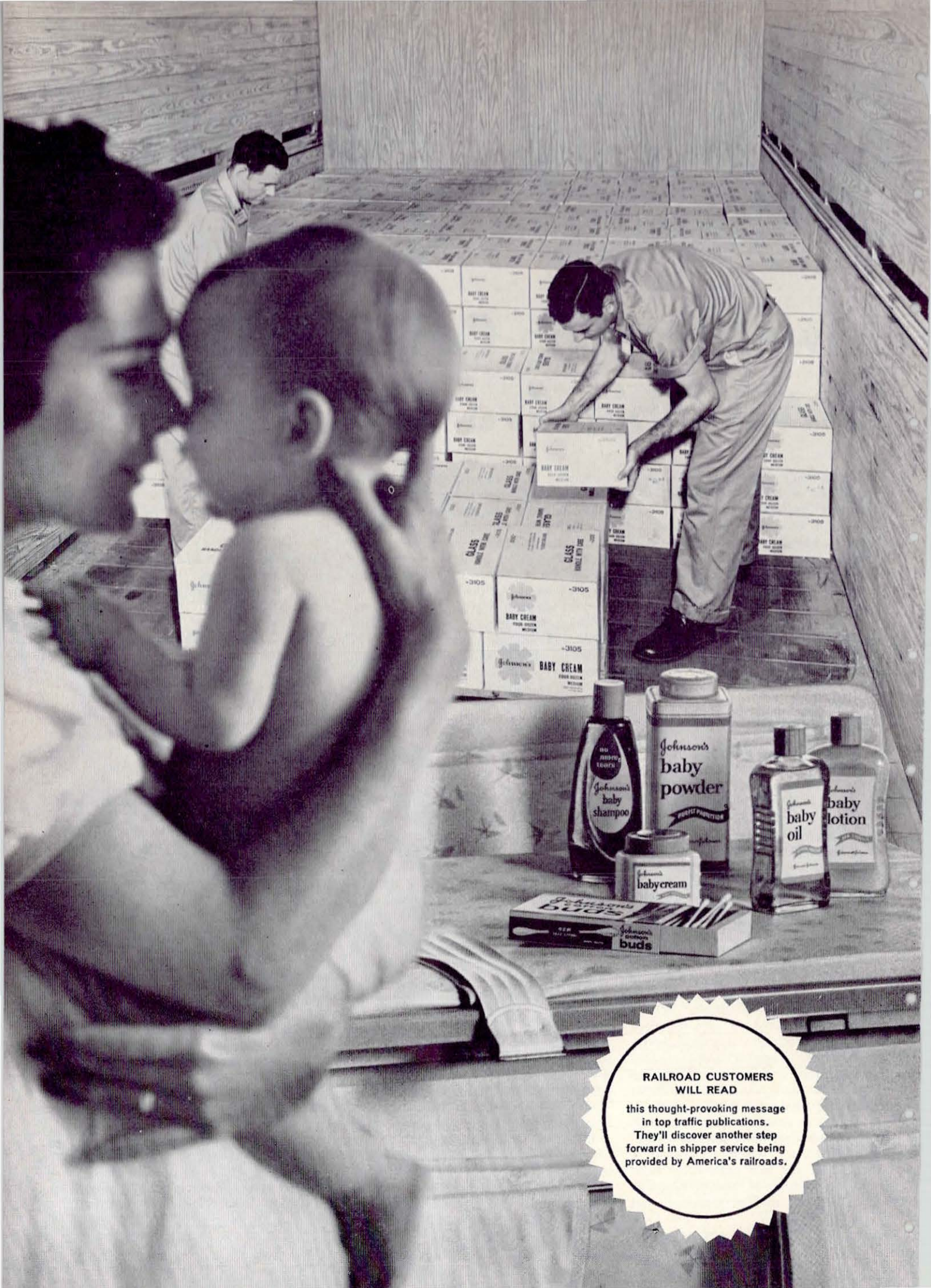
The National 3C Gliding-Sill unit incorporates an hydraulically-cushioned sliding center sill within the standard fixed sill. This sliding sill travels 24 in. in either direction, forward or backward, and is constructed to provide optimum performance compatible with service considerations. The draft arrangement at each end of the sliding sill is a short-travel rubber draft gear which can cushion forces developed in normal train action.

The hydraulic unit, located at the center of the car, is capable of dissipating impacts of over 500,000 ft-lb. A packaged assembly, it can be incorporated into any car having the AAR center-sill.

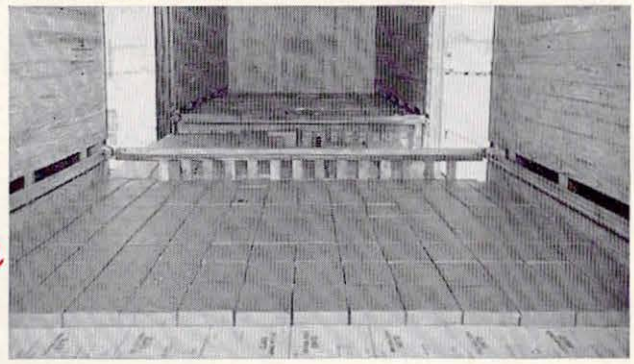
Impact testing at National Castings' Technical Center showed cars equipped with the arrangement recorded impact test reductions up to 80% in coupler force and 82% in lading force. National Castings also reports that standard cars, 50 ft or less in length, equipped with a 3C Gliding Sill can negotiate an AAR minimum radius curve.

The Keystone Shock Control unit is an integrated system designed to give maximum cushioning to car bodies. Reduced to its principal components, the Shock Control system consists of a floating center sill with 20-in. travel, a double-acting hydraulic cylinder inside the sill for impact energy absorption, and a set of return springs. Keystone tests show its hydraulic system diminishes shock peaks and acceleration rates to about 25% of what they would be in a conventional freight car.

During coupling or run-ins, kinetic energy, usually carried to the car structure by an integral center sill, is dissipated in the hydraulic cylinder by action of its piston forcing oil from several small openings at high velocity. The hydraulic device consists of the high-pressure cylinder surrounded by a low-pressure oil reservoir. Inside the cylinder is the "double-acting" piston cushioning impact in either direction.


Johnson's baby powder
baby oil
baby lotion
baby cream
buds
RAILROAD CUSTOMERS WILL READ
this thought-provoking message in top traffic publications. They'll discover another step forward in shipper service being provided by America's railroads.

Interior view of M-K-T No. 986 upon arrival at Dallas after 1720 mile trip from the Johnson & Johnson North Brunswick, N.J., plant. Note complete absence of load shift during transit. Here's positive proof that P-S long-travel cushioning protects lading from impact shocks . . . lets products arrive the way they were loaded.



Johnson & Johnson

PRODUCTS GET TLC* IN HYDROFRAME-60® BOX CARS

*TENDER LOVING CARE

Just as a mother holds and protects her infant with the most tender, loving care, so does the P-S Hydroframe-60 Box Car hold and protect Johnson & Johnson products in their movement to retail store and hospital shelves. Damage in transit could be expensive since leakage of liquids from broken glass or plastic bottles and jars can infiltrate other portions of the load . . . cause costly load sorting and repacking. Also, such Johnson & Johnson products as bandages and surgical dressings must remain sterile, in perfect shape. Crushing can distort such products and render them unusable.

With the protection of the Pullman-Standard Hydroframe-60**, the only truly *long-travel* cushioned underframe box car, Johnson & Johnson shipments arrive in perfect condition—no crushed or broken packages, no damage claims to file, no inconvenience to consignees.

The shipment detailed here consisted of 576 cases of Baby Shampoo in glass bottles, 720 cases of Baby Powder in cans, 600 cases of Baby Cream in glass jars, and 252 cases of Antiseptic Jelly in plastic tubes—in all, 2148 cartons of four different sizes and weights. There was no load shift at car ends, no damage to cases or their contents. This performance is typical of the type of lading protection Johnson & Johnson has been enjoying since shipping their products in P-S Hydroframe-60 Box Cars. Consignees and consumers, alike, receive Johnson & Johnson quality products in factory-fresh condition.

P-S Hydroframe-60 equipped Box Cars use a patented, hydraulically-cushioned sliding center sill that moves up to 30-inches during car impact. It absorbs over-speed impact shocks—drains off the forces that can cause lading damage. Result: new standards of excellence in rail transportation safety. From fragile glass to heavy tinplate, Hydroframe-60 shipments arrive claim-free. Why not investigate these new cars for your product protection. Write today for an illustrated brochure.

ASK FOR THEM BY NAME . . . "P-S HYDROFRAME-60 BOX CARS" . . . FROM THESE SHIPPER-CONSCIOUS CARRIERS

Atlantic Coast Line
Bangor & Aroostook
Clinchfield
Gulf, Mobile & Ohio
Kansas City Southern
Louisville & Nashville
Milwaukee Road
Missouri-Kansas-Texas
Norfolk & Western
Rock Island
Seaboard
Southern
Texas & Pacific
Transport Leasing Co.

Absence of unnecessary load retaining bars and dividers permits fast unloading of this 58,476 lb. load at the Johnson & Johnson Dallas plant. Perfect arrival also saves shippers and consignees both time and money with no damaged products to replace, no cartons to repack, no claims to file.

PULLMAN-STANDARD

A DIVISION OF PULLMAN INCORPORATED
200 SOUTH MICHIGAN • CHICAGO 4, ILLINOIS
BIRMINGHAM • PITTSBURGH • NEW YORK
J. C. FENNELLY CO., SAN FRANCISCO REPRESENTATIVE

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**Hydroframe-60 is covered by U. S. Patent 3,003,436.

Cars made with Reynolds Aluminum . . .

. . . . carry coal
with 40% more payload

. . . . . carry chemicals
that steel can't handle economically

. . . carry corn
at lower costs

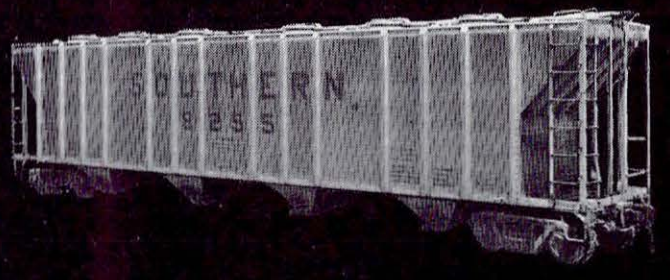
Why <u>Aluminum</u> Cars?

1. Aluminum cars are lighter, easier to handle, and offer bigger payload capacities.
2. Aluminum cars need little or no maintenance, will never rust.
3. Aluminum cars haul corrosive cargos that can't be hauled economically in steel cars; they reduce cargo contamination, increase cargo protection.
4. Aluminum cars offer no special fabrication problems.

Southern Railway's gondolas made with Reynolds Aluminum haul 100 to 110 tons of coal each . . . as compared to the conventional steel car's 70 ton capacity. And because they're aluminum, these gondolas resist abrasion, are clean dumping, need no protective maintenance.

GATX tank cars made with Reynolds Aluminum are the practical solution to hauling highly corrosive ammonium nitrate fertilizer for Armour & Co. Aluminum is immune to this corrosion. Steel tank cars need expensive protective coatings, and stainless steel cars cost more than aluminum. Aluminum also protects chemical cargos with its high reflectivity, high thermal conductivity, and non-sparking properties.

Southern's "Big John" hopper cars made with Reynolds Aluminum haul 100 tons (and more) of corn each. This is twice the capacity of a conventional steel car . . . and enables Southern to offer greatly reduced freight rates for hauling grain. The resulting savings will be of ultimate benefit to everybody concerned.

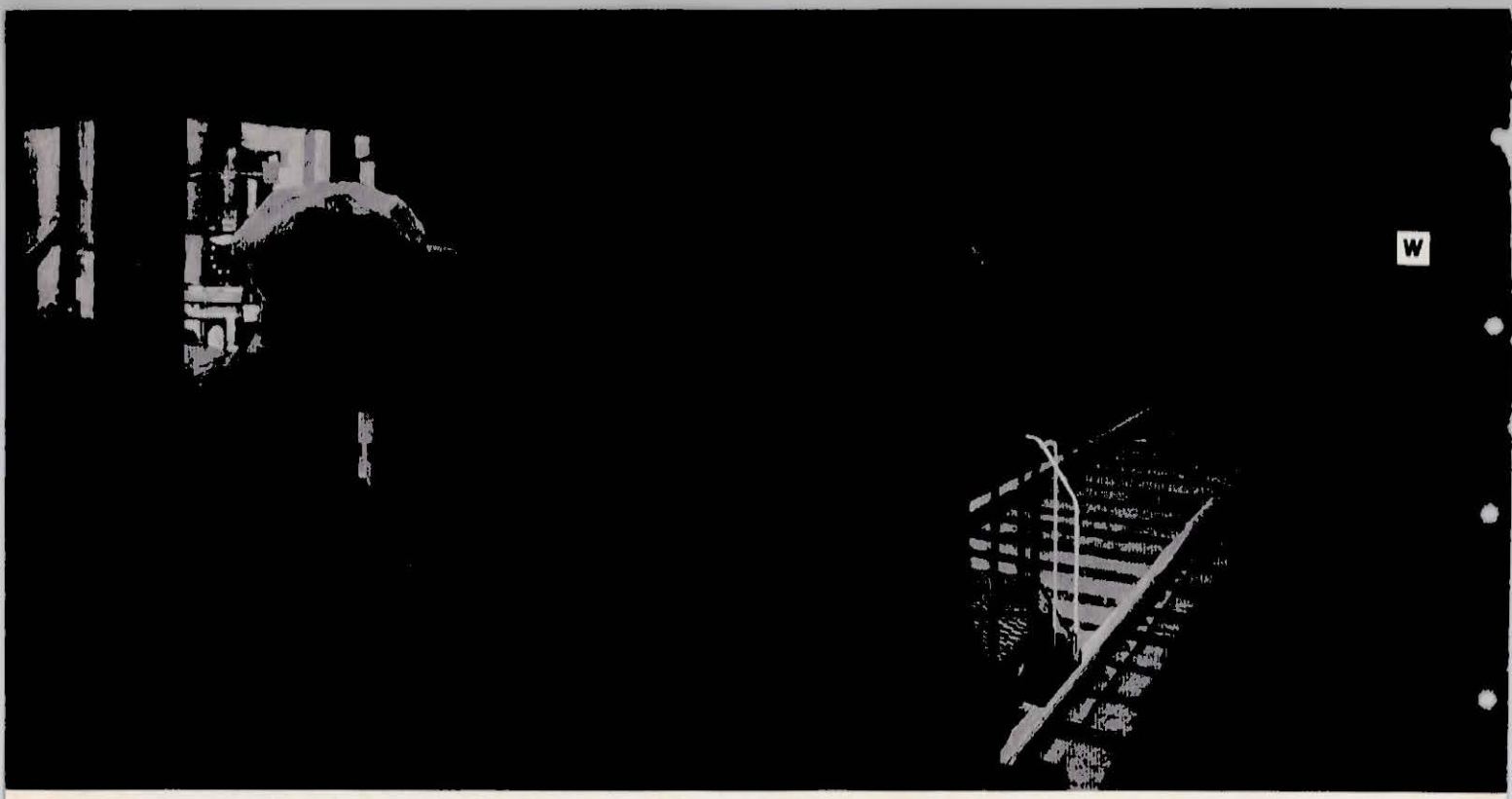


Versatile aluminum is also used in car doors, flooring, roofs, inner-liners, containers, bulkheads, and crossmembers—to cut deadweight and maintenance costs, and increase payload capacity.

For any railroad application, Reynolds offers design and technical assistance . . . plus the highest quality aluminum. Get information from your local Reynolds office, or write direct to *Reynolds Metals Company, P. O. Box 2346-TM, Richmond 18, Virginia.*

Watch Reynolds exciting TV program on NBC:
The Dick Powell **Reynolds Aluminum Show** Tuesday nights.

REYNOLDS ALUMINUM



REFLECTIVITY

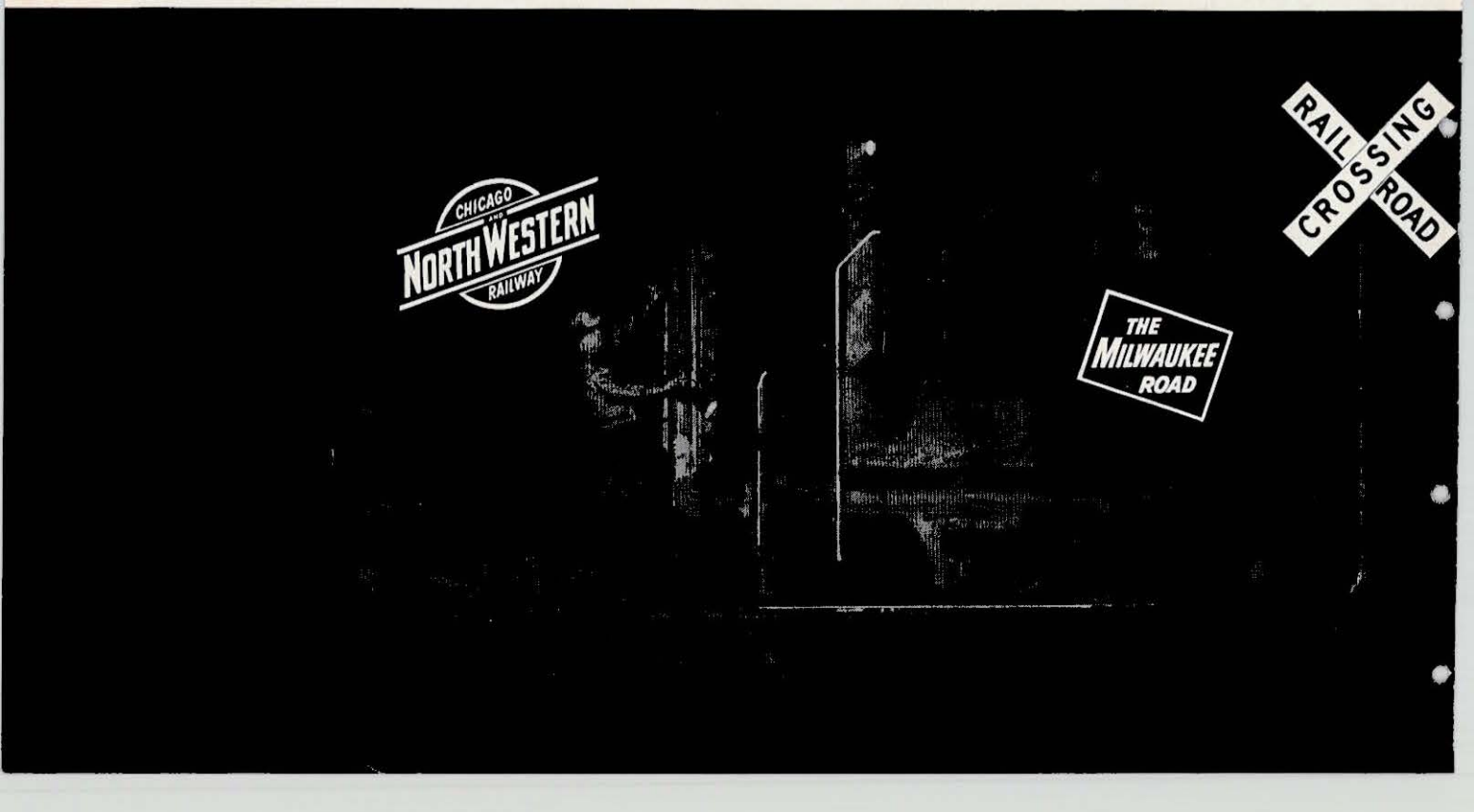
PROTECTS AND PROMOTES
YOUR ROAD AFTER DARK

Train control signs "light up" at night—without using one cent's worth of current. So do crossbucks and car markings . . . when you power them with the *reflectivity* of 3M Reflective Products.

It's the practical way to make all your signs safely visible after dark. It's the dramatic, impressive way to promote your service. Reflective signs and markings simply "borrow" directed light, then bounce it back with attention-getting brilliance.

See what "Scotchlite" Reflective Sheeting will do for your locomotive and passenger car markings, your train control signs. See how low-cost" Codit" Reflective Liquid makes your freight car markings *outstanding*. We'll be happy to demonstrate. Write the 3M Co., Dept. RBO-7162, St. Paul 1, Minnesota.

Reflective Products Division 3M COMPANY



CUSHIONED CARGO

We pamper freight on the L & N. We always have.

Now, 450 new box cars, like the one above, are being put into service to pamper freight even more. These cars are built with long-travel cushioned underframes, specially designed to eliminate impact shock. Lading in the Cushioned Cargo car and in adjoining cars is completely protected from impact damage because the special underframe gives 30 inches of cushioning in each direction to dissipate shock, even at speeds of 10, 11 and 12 miles per hour.

For double protection, each Cushioned Cargo car is equipped with L & N's damage-free bracing. And, we've equipped each one with roller bearings to offer the best in modern transportation.

Combine these features with L & N's skill in handling all kinds of freight and you have the solution to your most ticklish shipping problems.

Get the full story on Cushioned Cargo from your L & N freight agent, or phone or write *Freight Traffic Department, Louisville and Nashville Railroad, Louisville 1, Kentucky (JUniper 7-1121).*

L&N
THE DIXIE LINE

LOUISVILLE AND NASHVILLE RAILROAD

Missouri Pacific Truck Line, Inc. modernizes road/rail services with MORE THAN 100 TRAILMOBILE VANS

In a move to broaden and upgrade highway and piggy-back transport services, Missouri Pacific Truck Line, Inc. has added more than 100 Trailmobile Series/70 vans to their growing fleet. In commenting on the modernization program, Mr. Charles Groton, Company President, said, "We looked over a number of trailer makes but we certainly liked what we saw in Trailmobiles."

Trim, modern Trailmobile Series/70 vans are drawing this kind of praise wherever they are used. A very favorable strength-to-weight ratio . . . a simple trouble-free tandem and unusually strong side structure contribute significantly to the reliable, low cost performance of this equipment. And the rugged, new upper fifth wheel—four times stronger than the previous design—provides exceptional strength and versatility for tandem tractor and piggy-back operation. Good solid construction means less maintenance and down time—and this can readily be translated into higher revenues and better customer service.

Missouri Pacific's new units are big 40′ C-78 composite aluminum and steel vans which put substantial extra capacity at the disposal of their shippers. TR-1027

TRAILMOBILE INC.

A SUBSIDIARY OF PULLMAN INCORPORATED

first on the road to progress

Cincinnati 9, O. • Springfield, Mo. • Longview, Texas • Fremont, Calif.

Trailers Repaired On Spot

The New Haven Railroad's largest piggyback facility is at New Haven, Conn. Approximately 14,000 trailers were handled at the New Haven facility, in-and-out in 1961, and the number is growing in 1962. In the past, all repair work necessary for piggyback trailers has been handled by local jobbers on a contract basis. Since May, however, Berman Leasing Co., from which NH leases many of its piggyback trailers, has been operating a mobile repair vehicle in the New Haven yard.

The primary function of the unit is to maintain trailers leased from Berman—providing both repair service and preventive maintenance—but the unit can handle other trailers as time permits.

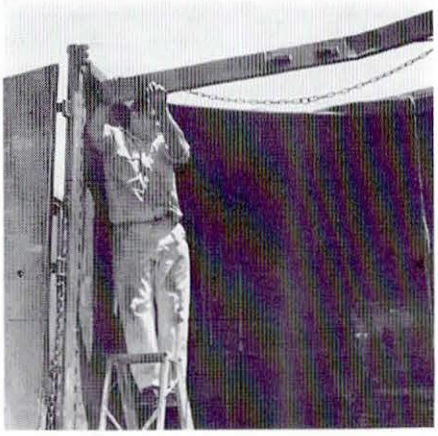
"From the transportation angle, this has been a real boon for us," a New Haven spokesman says, "because we don't have to send the trailers out to a garage several miles from the yard to get minor items taken care of. In some cases, you could lose a whole day getting something like a mudflap replaced. This way we can get a trailer that comes in needing attention out on the road for delivery the same morning it comes in. Also, the preventive maintenance work done on empties before they go back out helps keep costs down on a regular repair basis."

Equipment in the Berman repair unit includes a large extension ladder for roof repairs, both acetylene and electric welding equipment, an air compressor, two heavy duty railroad jacks, spare parts for routine replacements, tires, etc. Major repairs are handled, as in the past, by local contractors.

On a typical day, Berman's repair unit, operated by Arthur Longley, will check into the New England Transportation Co. office at 7:00 a.m. for a 7:00-3:30 shift. (NET, NH's motor subsidiary, is responsible for assigning repair work to be done.) Before lunch, the unit will handle several jobs on inbound trailers—perhaps a collapsed dolly wheel, a mudflap to be replaced, broken lamp lens, bent cross member, etc. After lunch, there may be more repair work, or perhaps preventive maintenance. When work piles up, the unit is available past the normal quitting hour until the job is done.

FULLY EQUIPPED for light repairs, mobile repair unit includes an extension ladder, here being used for replacement in lighting system.

TWO HYDRAULIC JACKS are included to make it possible to work on trailer undercarriage without moving trailer to shop.



CROSS-MEMBERS can be removed, welded with either acetylene or electric welding equipment carried in repair truck, and replaced on the spot.

Merged PRR-NYC To Create New

► **The Story at a Glance: New routes that will combine the most advantageous features of existing routes of both lines will appear if the Pennsylvania-New York Central merger takes place as planned (RA, July 16/23, p. 50). Although in some cases longer than present routes, the new routes represent the most efficient balance between distance, grades and curvature. Basically, they call for through freight for New York City and New England from the Middle West to be routed by way of Cleveland, Buffalo and Albany, using predominantly New York Central trackage, and for through freight for Pittsburgh, Philadelphia, Baltimore and Washington to be routed via predominantly Pennsylvania trackage.**

In describing the changes that would be made, spokesmen for the two roads appeared in several major cities served by both roads to hold joint press conferences and to emphasize that passenger service would be unchanged and freight service generally improved, with substantial economies resulting from use of more favorable through routes; the merged equipment fleets of both lines; and increased utilization of modern yards, shops and other facilities not now being used to capacity.

In a joint announcement released in New York, the two roads said that anticipated benefits of the merger will amount to an estimated $75 million per year within five years. To make possible maximum savings from the merger, a $70 million capital plant improvement program will be carried out. This will be partly financed through sale of released duplicate facilities, materials and real estate, which will provide an estimated $40 million in salvage value.

"Greatest potential for long-term advantages of a merged operation," the roads stated, "will be freight service improvements resulting from:

"1) Use of the most efficient routes considering distance, grades and curvature.

"2) Additional through trains between major cities without intermediate switching delays, resulting from concentrating combined traffic on the best routes.

"3) Elimination of present time-consuming interchange of traffic between the two railroads, and subsitution of faster through moves.

"4) Better car utilization, and more efficient use of locomotives, resulting from the merging of equipment of both roads."

Organization structure of the merged railroad, including location of system and regional headquarters, has not yet been decided, the announcement stated. These determinations will be made after completion of a study of present and potential management and operating organizations of the two railroads. PRR, which has system headquarters at Philadelphia, is now organized into nine regions centered around New York, Philadelphia, Baltimore, Buffalo, Pittsburgh, Cleveland, Cincinnati, Indianapolis and Chicago regional headquarters. The New York Central, with headquarters in New York City, is made up of five districts with offices at New York, Syracuse, Cleveland, Detroit and Indianapolis.

Effect on jobs

"Initially," the announcement said, "the merger will result in the reduction of approximately 7,800 jobs. These reductions will be spread over a five-year period. By contrast, during the last ten years 110,000 jobs have been eliminated on the two railroads due to traffic losses and increased wages and other costs. This was at a rate of about 11,000 jobs per year. None of the employees so displaced received any protective conditions.

"In their application to the Interstate Commerce Commission, the two railroads stated that they would accept appropriate conditions for the protection of the employees affected. In certain cases involving similar problems, the ICC has provided the so-called 'New Orleans Conditions' which specify benefits more liberal than those prevailing in any other major segment of the American industrial economy. They include for those transferred to lower paying jobs, the difference between current and previous earnings for five years from date of change. Most of those separated from service will receive 100% of previous earnings for up to four years and in no case will receive less than 60% for up to five years, depending on date of separation and length of service.

"Because there are no accompanying economies in force reductions due to loss of traffic, increased wages and other costs, no similar protection can be accorded employees who lose their jobs for such reasons. It is apparent, therefore, that from the point of view of the employees as a whole the loss of a relatively much smaller number of jobs due to a merger, with liberal protective conditions and benefits to the employees affected, is much preferable to the magnitude of force reductions which have been necessary in recent years. While there may continue to be some reductions in force due to other causes even after a merger, the economies of operation, and the efficiency of the merged company with resulting improvement in service and business should provide a much more stabilized employment situation."

Passenger services of the two roads will not be changed by the merger, the joint announcement stated, except that New York Central long-distance trains operating via Harmon, Albany, Syracuse and Buffalo will operate from Pennsylvania Station in New York rather than Grand Central Terminal. This will affect approximately 23 daily trains, a spokesman said, adding that all other trains, including commuter and suburban territory trains, will continue to use the Grand Central facilities. In Chicago, all trains will use Union Station, except those Central trains now using Illinois Central Terminal, which for operating reasons will continue to do so. The passenger terminal consolidations in New York and Chicago, the announcement said, "will increase convenience for passengers and reduce costs by eliminating duplication in yard, switching and servicing facilities." In New York, the present Central long-distance trains will enter Pennsylvania Station over an existing Central freight line down the west side of Manhattan and a new connection to be built from this line to Pennsylvania Station tracks near 30th St. The new connection will require relatively little new construction, a spokesman said. In Chicago, Central trains will join Pennsylvania trains in the use of Union Station, making connections with western railroads more convenient and eliminating Central's use of LaSalle St. Station, the announcement said.

Better freight service

The major changes anticipated, however, are in freight operations. The merged freight service will result in basic changes to patterns of traffic flow on both lines as the fastest and most economical routes are established to improve service and reduce costs. This represents a stepping up of the trend toward more efficient handling of traffic over each road individually in recent years, the announcement stated.

In determining the most efficient operating pattern, the territory of the two roads was divided into two arbi-

Operating Patterns

trary zones with a dividing line running from a point east of Cincinnati generally northeasterly to Linden, N.J., passing east of Columbus and Youngstown, Ohio and north of Williamsport and Wilkes Barre, Pa. Generally, traffic north of the line will move by present New York Central routes while traffic south will move by present Pennsylvania routes. For the most part, through freight moving between the middle west and the New York City and New England areas will be routed by way of Cleveland, Buffalo and Albany, the announcement stated. Traffic to the Pittsburgh, Philadelphia and Baltimore areas from Chicago will move to Cleveland over present Central lines and thence over the present PRR main line. Traffic to the same three areas from St. Louis will move over present PRR tracks to Terre Haute, Ind., Central tracks to Union City, Ind., thence PRR. Trains from Cincinnati will move over Central tracks to Columbus and thence over PRR lines to the three areas.

Freight moving from as far west as Columbus and Youngstown, Ohio to all eastern terminals will be routed via Pittsburgh, Harrisburg and Philadelphia. In terms of tonnage, the announcement stated, the two streams of traffic, one via Cleveland and Buffalo and the other via Pittsburgh and Harrisburg, will be about equal.

"These changes," the announcement said, "will concentrate large volumes of traffiic between common points, now moving by diverse routes and permit operation of additional through trains. This will result in greater frequency of service, faster schedules and reduced operating costs. It will also take full advantage of lower-grade routes, make use of the Central's new electronic classification yards at Indianapolis and Elkhart, Ind., and the PRR's facilities at Conway, Pa., largest electronically controlled classification yard in the world, and will provide an all-land route to the New York area, New England and Long Island.

"A major capital improvement proposed will be an important electronic classification yard at Selkirk, N.Y. (near Albany) at a cost of $19.7 million, to serve the New York and New England areas."

It was emphasized that not all freight routes would be changed, but only those where service benefits would be realized at lower cost. "All local services will be continued," the announcement stated, "as will present through services such as between New York and the South via Washington, and, when so routed, between Chicago and New England via Philadelphia, Phillipsburg, N.J. and Maybrook, N.Y.

"The two railroads now serve 150 common points, many of which are relatively large terminals presently requiring time-consuming and expensive interchanges between the two railroads. Substantial changes are proposed where combined resources will permit construction of single modern facilities where both roads now maintain duplicate and in many cases obsolete and inefficient terminals.

"While service to all points currently served by either railroad will be maintained, rearrangements of traffic flow will in some cases permit retirement of tracks along portions of the multi-track main lines. For example, one track on the PRR's line between Alliance, Ohio and Chicago will be abandoned and the single remaining track equipped with two-way signalling and passing tracks, so trains can be operated by signal indication in both directions with substantial savings."

Traffic volume study

In determining what the new traffic pattern should be, a detailed volume study was made of traffic moving in the month of October, 1961. This involved, for every car, a notation as to its origin, destination, weight and contents, and resulted in specific information on actual traffic patterns. From this it was determined that there would be sufficient volume, in many cases, to operate solid trains through from origin to destination without yarding. Also, where presently each road might have sufficient volume for one train a day, the merged road will have enough additional volume for two or more trains, departing at different times and providing more and better service. Approximately 45% of present volume is through or "bridge" traffic.

The two roads now have four up-to-date yard facilities that will be useful in through movements, a spokeman said: Central's Big Four Yard at Indianapolis and Robert R. Young Yard at Elkhart, Ind., and PRR's Conway Yard near Pittsburgh and Enola Yard near Harrisburg. A fifth major electronic classification facility will be needed in the east to handle New York-New Jersey-New England classifications, and this is scheduled to be built at Selkirk. This will be completed in the fourth year after the merger is approved, according to present plans.

A typical movement from St. Louis to New York, when the merger is fully effective, will travel via PRR to Terre Haute, and New York Central to Indianapolis, Cleveland and Selkirk, where it will be classified for New England, for New York City and points east of the Hudson, and for New Jersey points via Central's West Shore line. Traffic from Cincinnati and Columbus would join the main line and move east the same way. Traffic from Chicago would move via the present New York Central line, in some cases in solid trains through to New York with no intermediate classification en route. Traffic from Detroit for New York would move via Central's Michigan Central route through Canada to Suspension Bridge, N.Y. and a connection with the Central main line at Rochester.

Pennsylvania routes

Similary, traffic for Pittsburgh, Baltimore, Washington and Philadelphia will use predominantly PRR routes. From Chicago, it will use the NYC line to Cleveland, thence PRR, with classification at Conway for Pittsburgh destinations and at Enola for Philadelphia, Baltimore, Washington, Norfolk, etc. From St. Louis, it will use PRR to Terre Haute, NYC to Union City, Ind., and PRR to Columbus, Conway, Enola etc. From Detroit, it will travel PRR to Toledo, New York Central to Cleveland, and thence PRR.

Elimination of intermediate yarding between Chicago or St. Louis and New York should save from four to five hours over present NYC schedules and from eight to nine hours over present PRR schedules, a spokesman estimated. Time savings would come in regular service, not special services, such as PRR TrucTrains and NYC Super-Vans, which have already virtually eliminated intermediate yarding.

Under the new pattern, Enola, Conway and the new Selkirk yard will handle both eastbound and westbound clasifications. The Four Yard and the Robert R. Young Yard will be predominantly for westbound classification. Traffic coming east from St. Louis and Chicago will be classified at those points.

ICC hearings on the merger proposal are scheduled to start in Washington on Aug. 20.

Shareholders of both companies approved the merger on May 8 (RA, May 14, p. 46), and the proposed new corporate name: "Pennsylvania New York Central Transportation Co." The board of directors of the merged company, if ICC approval is obtained, will include 11 members of the present New York Central board and 14 members of the present Pennsylvania board.

Layer upon layer of insulation material gives uneven densities and unnecessary weight. There's a new trailer insulation method that gives you full insulation in one smooth section. **GREAT DANE** has it!

See *pages* **28** *and* **29**

Rail Policy Ruinous, BMWE Leader Says

Railroad management was the target of a "give 'em hell" speech by a leading unionist at Chautauqua, N.Y., last week.

H. C. Crotty, president of the Brotherhood of Maintenance of Way Employees, charged management with pursuing "short-sighted policies" which, he asserted, raise "grave doubts as to whether or not the railroads will survive as a private enterprise, even though they are still a highly profitable industry."

As proof that there has been "a rebirth of an intolerable 'public be damned'" attitude by management, Mr. Crotty charged that:

- "The railroads in recent years have followed a deliberate policy of discouraging patronage, because they find [passenger-train and small-package shipment service] less profitable than their longhaul carload freight."
- "The nation today is confronted with the greatest effort in history to reshape the existing railroad network into a financial monopoly controlled by a handful of financial interests."

There has been a "steady increase in the number of accidents on the railroads in recent years [and] the responsibility for this increase must be laid squarely on management's doorstep. The sad and shocking truth is that the management of the nation's railroads has flatly rejected a proposal from the Railway Labor Executives' Association that it join with railroad labor in establishing a joint committee on railroad safety to work together to try to halt the rising accident toll."

As for the carriers' proposals to implement anti-featherbedding recommendations of the Presidential Railroad Commission, Mr. Crotty warned: "If railroad management persists in this course, it is quite likely that not a single train will move over the railroad tracks of this nation until the firemen and any other workers essential to safe operations are restored to their posts."

Mr. Crotty pledged that railroad labor will continue to "support railroad management in proposals for changes in our national transportation policies to end present discrimination against the railroads."

Dividends Declared

AKRON, CANTON & YOUNGSTOWN.—20¢, paid July 15 to holders of record July 2.

ATLANTIC COAST LINE.—50¢, quarterly, payable Sept. 12 to holders of record Aug. 3.

ALGOMA CENTRAL & HUDSON BAY.—common, 25¢, quarterly; 6% preferred, 75¢, quarterly, both payable Sept. 1 to holders of record Aug. 15.

The Aqua-Train highballs to Alaska by sea!

. . . To Give You Less Expensive Fast Freight Shipping! This is Canadian National's new concept: the Aqua-Train. It is the first direct rail freight link between Canadian National rails at Prince Rupert, Canada, and the Alaska Railroad at Whittier, Alaska.

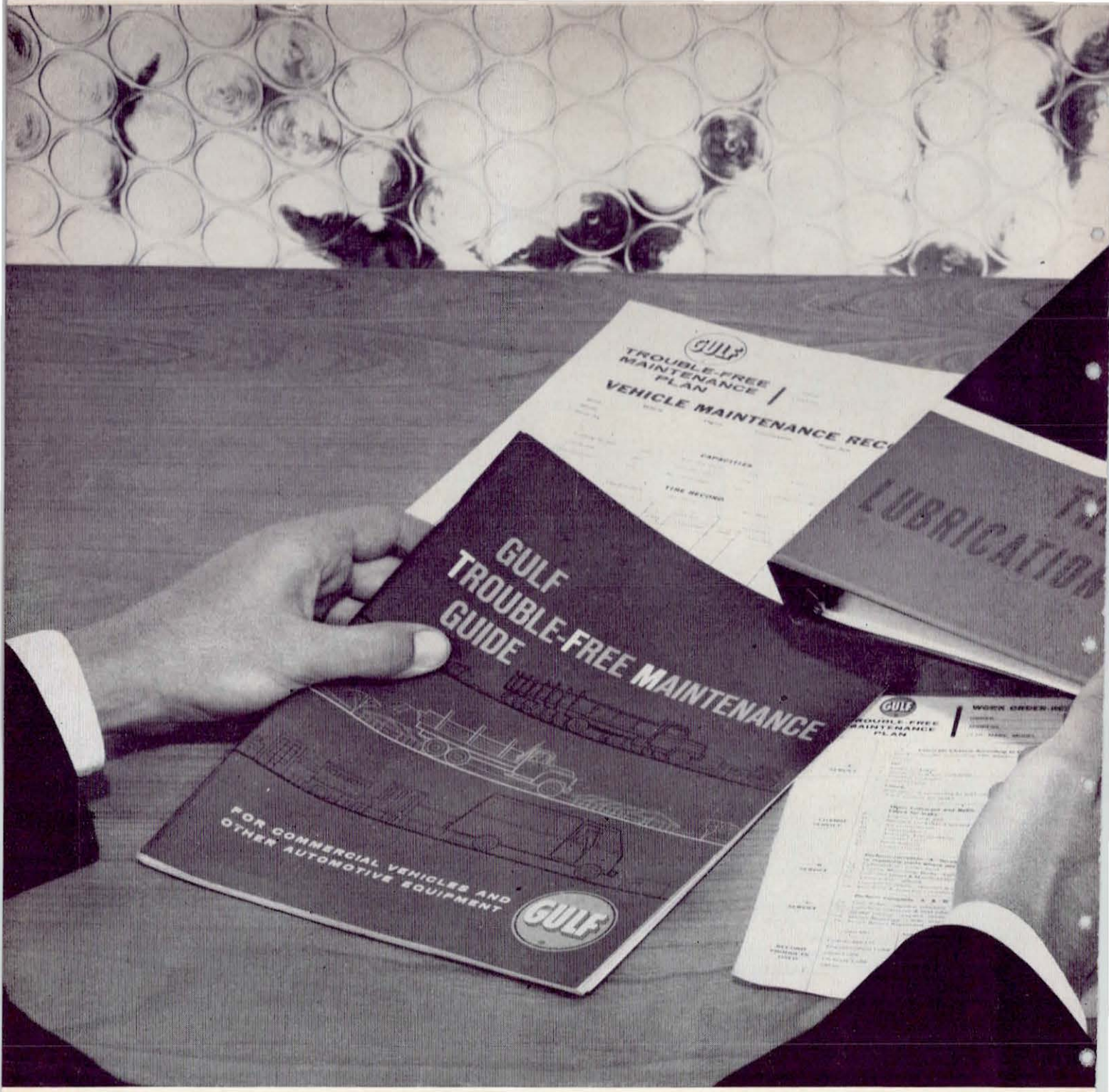
Service commenced May 10th and will operate twice monthly. As you may have guessed, it's actually a car ferry—the first on the Pacific Coast to connect with the Alaska Railroad. The Aqua-Train will carry 20 cars.

Most Important—it will cut the water voyage by 600 miles, taking the famed Inside Passage (see map). This means a substantial reduction in the cost of shipping goods to Alaska, *particularly goods originating in the midwest and eastern states.*

For full details on routing, rates and departure dates —write or call

L. B. Freeman, General Traffic Manager
105 West Adams, Chicago 3, Illinois—RA 6-5465

or your local Canadian National-Grand Trunk Western Sales Office.

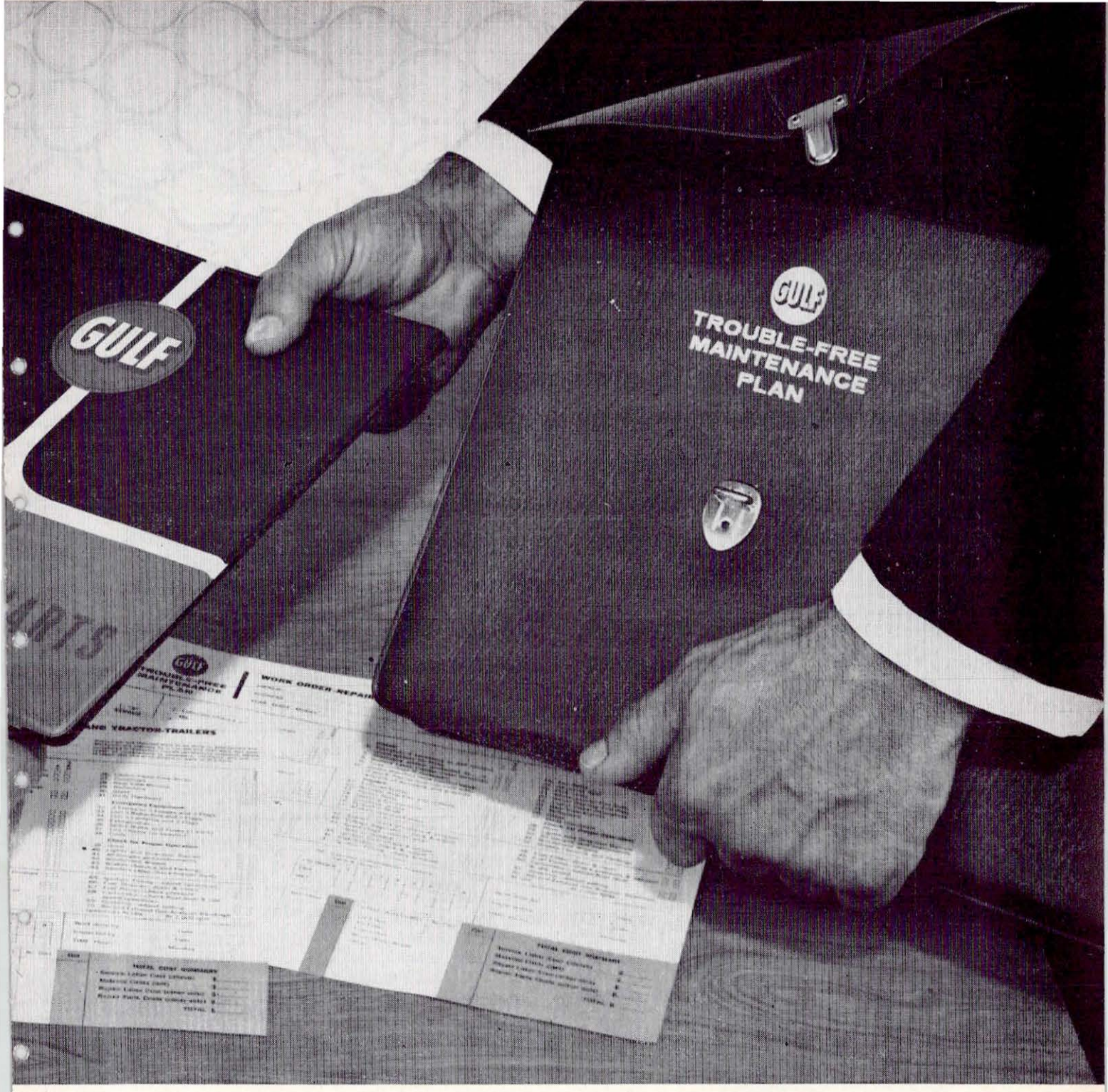


New railroad cost-cutting tool: Gulf's

Gulf's Trouble-Free Maintenance Plan provides a simple and practical method for truck preventive maintenance procedures which can help you make substantial savings in operating your truck fleet.

It's all explained in a new Maintenance Guide just off the press. The five major areas for developing a trouble-free maintenance program are discussed: the selection of proper fuels and lubricants; lubrication frequency; how to set-up inspection procedures; how to plan your tune-up or adjustment frequency; and a simple, complete method of record keeping that will help you carry out preventive measures and spot trouble before expensive repairs and costly out-of-service time are involved.

This scientific, tested maintenance will help you pile up record mileage between overhauls. It is the result of Gulf's many years of experience in working with fleet owners. You'll share in maintenance knowledge that has already proved successful for many Gulf customers. You'll realize the benefits of using top quality petroleum products and programmed maintenance.



FM Plan for truck maintenance

Take the first step toward lower operating costs now! Call your nearest Gulf Office, or mail the coupon for your free copy of the Gulf Trouble-Free Maintenance Guide.

GULF MAKES THINGS RUN BETTER!

GULF

GULF OIL CORPORATION
Dept. DM, Gulf Building
Houston 2, Texas

Send the new Gulf Trouble-Free Maintenance Guide.

Name_____
Title_____
Company_____
Number of units in fleet_____
Street_____
City_____ Zone____ State____

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87 NEW NEIGHBORS MOVED IN

Although we may never ship a whole factory, Northern Pacific has helped hundreds of industries move in along our railroad (87 of them last year!). NP offers choice sites for lease or sale, plus full information on the resources of the Northwest. All inquiries are handled confidentially. Working to build the area we serve, working to serve our area better . . .

this is the way we run NORTHERN PACIFIC RAILWAY

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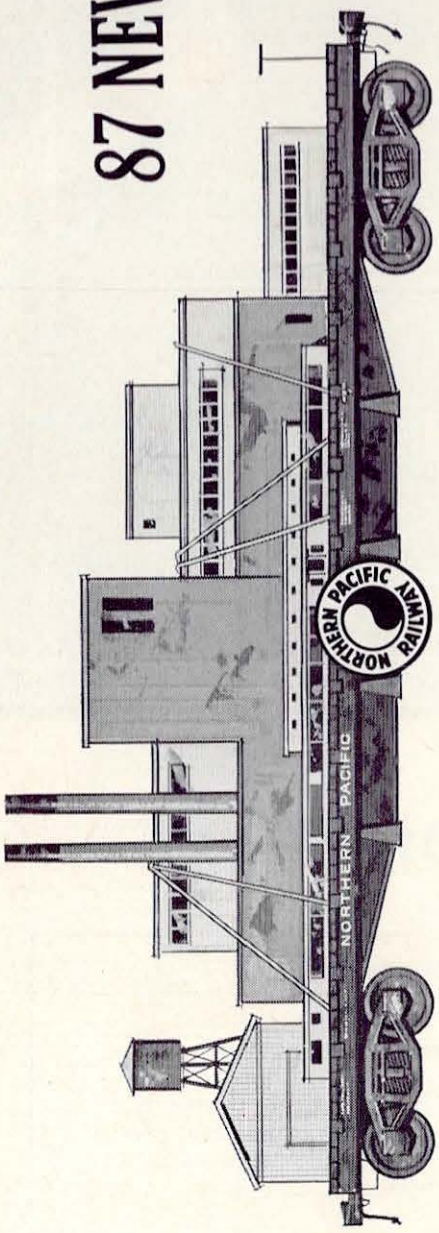


GE LIKES PIGGYBACK

(Continued from page 26)

service over any regular surface method of movement. This one operation—Schenectady and vicinity plants to Chicago—is producing new revenue to the railroads in excess of a quarter of a million dollars annually.

The practicability and success of our Pooled Traffic Department, our consolidations and piggyback having been established, we could go into the second phase of our plan: Transporting our shipments to the West Coast, breaking over Chicago. On the movement from Chicago to the West Coast, of course, Plan IV offered us the greatest potential, but here we ran head on into Item 9165 A in T.C.F.B. Tariff No. 1K which contains many of the items we manufacture. Item 4500 in the same tariff says the rate applies only when no one commodity or commodities in the same rate item, taking the same rate on the flat car, exceeds 30,000 lb. These are posing no little problem to us and are, in turn, restricting our ability to move substantial additional tonnages via Plan IV. Of course, we also have the problem of return loads. This subject has been discussed with railroad rate departments.

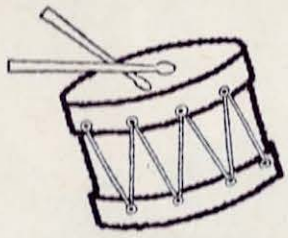
In the meantime, we have proceeded with our Plan IV to the West Coast with success, but on a limited basis. Obviously, this problem of mix, rates and balance must be kept in control. There are times when we are not always able to meet the tariff requirements and, as a result, our freight must lay over until such time as we can comply. This always poses a problem.

Meantime, however, our Plan III is working well; our Plan IV is working within our ability to meet tariff requirements.

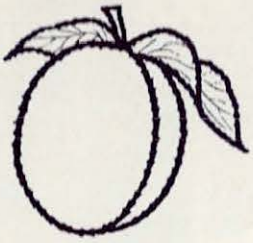
This is not the only area in which General Electric is using piggyback. Other points are our Major Appliance Division, Louisville, Ky.; Hotpoint Division, Chicago; Bridgeport and Plainville, Conn.; Allentown, Pa.; Syracuse, Brockport and Utica, N. Y., and Schenectady to St. Louis, Los Angeles, San Francisco, and Oakland, Calif., either on the basis of Plan II, Plan III or Plan IV. These points also are accruing substantial new revenues to the railroads.

Our present studies indicate excellent opportunities for expansion. It seems to us that as pending TOFC issues are favorably adjudicated and liberalization of restrictions are obtained, the railroads will be able to attract further substantial tonnages back to rail, contributing to increased revenue from plus business obtained through piggyback or trailer-on-flat-car.

For shipping



drums



or plums

or Imported Rums

THE BETTER WAY IS SANTA FE

No matter what you ship call the nearest Santa Fe Traffic Office and let the "railroad that's always on the move toward a better way" go to work for you.

William J. Eck
C&O

James L. Barngrove
Jersey Central

Joseph T. Kane
REA

Warren A. Fox
EMD

PEOPLE IN THE NEWS

ATLANTA & WEST POINT—WESTERN OF ALABAMA—GEORGIA.—Miss Amy Mitchell, assistant secretary of these roads, retired June 30 after 43 years of service.

ATLANTIC COAST LINE.—R. D. Liggett, who has been assistant chief engineer communication and signaling at Jacksonville, Fla., since May, promoted to chief engineer communication and signaling there, succeeding **J. S. Webb,** who retired July 22, after 50 years of railroad service.

L. C. Cannada, who became general agent at Washington, D.C., in June, transferred to Houston, Tex., on July 16.

BALTIMORE & OHIO.—C. Ellwood Smyrk, special engineer, appointed auditor capital expenditures, Baltimore, Md., succeeding **Curtis H. Brown,** retired. **James R. Weer, Jr.,** special accountant, named assistant auditor capital expenditures.

James T. Lean, director of sales, Baltimore, retired after 47 years of service.

BANGOR & AROOSTOOK.—Nels E. Skoog, assistant diesel supervisor, named diesel supervisor, Northern Maine Junction diesel shop, succeeding the late **Hector P. Butler. Duane L. Howse** succeeds Mr. Skoog.

BURLINGTON.—Arthur D. McLane, secretary and assistant treasurer, Chicago, retired June 30. **Wilbur K. Bush,** treasurer and assistant secretary, elected treasurer and secretary. **L. N. Assell,** office manager of the treasury department, elected assistant treasurer and assistant secretary.

William B. Lyons, general agent, Cheyenne, Wyo., named division freight and passenger agent, Billings, Mont., replacing **E. A. Martin,** retired.

O. B. Sandidge, assistant general freight and passenger agent, Burlington Lines, appointed general freight agent, Dallas, Tex., succeeding **H. P. Parker,** retired. **Earl E. Little** appointed city freight and passenger agent, Dallas.

CANADIAN NATIONAL.—Arthur McL. Robinson appointed terminal traffic manager—express freight, St. John, N.B. Mr. Robinson will be responsible for coordinating and supervising the handling at St. John of carload and less-than-carload freight and express, cartage, highway and piggyback operations.

CANADIAN PACIFIC.—A. J. Cowie, superintendent, Regina, Sask., transferred to Fort Williams, Ont., succeeding **W. L. Wilson,** who retired June 30. **L. W. Fogg,** assistant superintendent, Winnipeg, Man., replaces Mr. Cowie.

D. G. Forbes appointed supervisor, I.D.P., Winnipeg, to replace **A. E. Smith,** transferred.

J. H. Norris, assistant to treasurer, Montreal, promoted to assistant treasurer, succeeding **William McEnroe,** who retired July 3, after more than 50 years' service. **Douglas Masson,** chief clerk, succeeds Mr. Norris.

George Walsh, assistant general passenger agent, Montreal, promoted to general passenger agent there, succeeding **J. M. LeMay,** who retired June 30.

Donald James Higman, assistant superintendent, Brownville Junction, Me., transferred to St. John, N.B. **Tyler M. Artes,** night chief dispatcher, Brownville Junction, succeeds Mr. Higman as assistant superintendent there.

CENTRAL OF GEORGIA.—Charles M. Gann, transportation inspector, Savannah, Ga., appointed assistant trainmaster, Birmingham, Ala., succeeding **Jesse B. Morgan,** who retires Aug. 1.

C. Lanier Deal, assistant to vice president—industrial development, appointed executive assistant to the president—industrial development, with headquarters remaining at Atlanta.

CHESAPEAKE & OHIO.—William J. Eck appointed assistant vice president, purchases and stores, Cleveland (RA, July 2, p. 24). Mr. Eck was formerly general manager, purchases and stores.

Rudolph C. Tench, assistant chief engineer in charge of materials handling, Richmond, Va., appointed assistant chief engineer—system, Huntington, W. Va., succeeding **M. J. Hubbard.** Mr. Hubbard has been assigned to the duties of the late **H. B. Orr,** assistant chief engineer, Detroit, Mich. **Emil Szaks,** assistant materials handling engineer, Presque Isle docks, Toledo, Ohio, promoted to materials handling engineer, Richmond.

ERIE-LACKAWANNA.—Alvin B. Collins appointed district sales manager, 681 Market Street, San Francisco, succeeding **John C. Bannatyne,** who retires July 31.

Jasper Van Hook, treasurer, Cleveland, Ohio, retired July 31, after 50 years of railroad service.

Wilbur J. Betz, assistant superintendent, Hoboken, N.J., promoted to superintendent, Kent division, Marion, Ohio, succeeding **J.A. Craddock,** resigned to become director of labor relations, **Jersey Central Lines,** Jersey City. **Paul R. Rice,** trainmaster, Meadville, Pa., promoted to chief trainmaster, Hornell, N.Y., succeeding **Charles H. Zimmerman,** who succeeds Mr. Betz at Hoboken. **William J. Sweeney,** general yardmaster, Binghamton, N.Y., promoted to trainmaster, Scranton, Pa., succeeding **John W. Wolf,** who succeeds Mr. Rice at Meadville.

GRAND TRUNK.—John L. Bickley, assistant general traffic manager, off-line offices of the Canadian National in the United States, appointed passenger traffic manager, Grand Trunk, with jurisdiction over on-line offices. His headquarters remain at Chicago.

GREAT NORTHERN.—Clifton L. Carlson, chief clerk in the western traffic manager's office, Seattle, appointed general agent, Everett, Wash., to succeed **Charles F. Emnott,** who retired June 30.

ILLINOIS CENTRAL.—Edwin W. King, general agent, Louisville, Ky., appointed general traffic agent, Baton Rouge, La., replacing the late **R. Leo Esdorn. Clay B. Morris,** commercial agent, Louisville, succeeds Mr. King.

INTERSTATE COMMERCE COMMISSION.—Paul W. Coffey, chairman, Fourth Section Board, Bureau of Traffic, Washington, D.C., retired June 30.

JERSEY CENTRAL.—James L. Barngrove, Jr., elected vice president—freight traffic, effective Aug. 1 (RA, July 16/23 p. 40).

H. C. Tunison, who recently became assistant to vice president and general manager at Jersey City, N.J., was named assistant chief engineer there on July 1. The Signal department and the Maintenance of Way & Structures department have been placed under the jurisdiction of **B. J. Minetti,** chief engineer.

KANSAS CITY SOUTHERN.—C. H. Rimann appointed general attorney, and **Robert W. Spachman** named attorney, both at Kansas

T&P CUTS DOCK SPACE ⅔ USING M-H BIN TRUCKS!

T&P speeds the flow of LCL merchandise by using M-H tOwKart Bin Trucks to keep shipments continuously on the mobility of wheels. Manual handling is cut to a minimum, while the high-cube capacity of the Bin Truck conserves valuable space on the dock and in city units. Bin Trucks enabled T&P to consolidate inbound and outbound into a single dock operation handling the same volume in ⅓ the space formerly required!

Like to see how M-H tOwKart systems can speed handling and cut costs on your terminal? Ask to have an M-H sales engineer make a free on-the-spot evaluation of your operation.

Write today for T&P Case History and complete specifications of the versatile tOwKart.

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Manufacturers of the top-selling tOwKart and a complete line of freight handling equipment.

EXPERIENCE is a big word

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These men are redesigning a perfectly good truck. They have to. One of them manufactures products that can't be transported in any standard model. His *fleet* must fit his *cargo*.

He'll get what he needs, because the other man is from Berman. He's a sales engineer, an imaginative trucking expert thoroughly versed in custom vehicle design. Backing him up are 50 years of creative Berman truck leasing and design experience. For this job, he may choose a sturdy International chassis or other fine truck, and remodel it to meet the specific customer requirements. Then he'll get the truck painted and lettered, licensed, insured — ready to roll and designed to *keep* rolling. He knows precisely how. From EXPERIENCE.

A Berman Lease offers these advantages:

- *Properly Priced Leases* based on Berman's sound financing and efficient organization.
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Nationwide Service Through More Than 43 Service Terminals, including
New York, Chicago, Atlanta, Miami, St. Louis, Richmond, Baltimore, Detroit, Cleveland.

City, Mo.

Eldon D. Pence, assistant freight traffic manager, Shreveport, La., named to the newly created position of director of freight services there. **James H. Brown,** general agent, St. Louis, succeeds Mr. Pence.

LONG ISLAND.—**J. Brannan,** master mechanic, Morris Park shops, Richmond Hill, N.Y., appointed assistant chief mechanical officer, Jamaica, N.Y. **E. P. DeCeck** appointed assistant to chief mechanical officer, Jamaica. **H. J. Kallmann** named master mechanic and **R. W. Wallendorf** appointed assistant master mechanic, Dunton Inspection Shop. **C. P. Soffel** named superintendent of shops, Morris Park. **H. P. Blum** appointed office assistant to chief mechanical officer, Jamaica. **H. V. Tozer,** assistant general foreman, appointed general foreman, locomotive shop, and **C. A. Grzymala** named general foreman, car shop, Morris Park. **A. C. Prie** appointed assistant general foreman in charge of multiple unit inspection, Dunton Inspection Shop. **R. J. Crotty** named chief draftsman, Morris Park.

LOUISVILLE & NASHVILLE.—**Claude H. Ryan,** division freight agent, Chattanooga, Tenn., named traffic manager, Birmingham, Ala., to replace **Elmer W. Simpson,** appointed division freight agent, Lexington, Ky. **John E. Nall,** general agent, Lexington, replaces Mr. Ryan.

MIDLAND CONTINENTAL.—**Donald D. Kammer** appointed traveling freight agent, 317 Midland Bank Building, Minneapolis 1, Minn.

MILWAUKEE.—**James J. Landrigan,** assistant to general freight traffic manager, rates and divisions, Chicago, retired.

Walter B. Conradi, city freight and passenger agent, Cincinnati, Ohio, appointed general agent there, succeeding **Raymond T. Dempsey,** retired.

NORFOLK & WESTERN.—**W. Judson Deans, Jr.,** appointed general agent, Lynchburg, Va., succeeding **Meredith W. Plunkett,** who retired June 30 after more than 48 years of service.

Frank E. Eakin, assistant comptroller, named director, organization and methods research staff, a newly established unit, under **Hamilton M. Redman,** vice president—finance. **Sidney F. Robertson,** chief motive power clerk, and **John G. Miller, III,** engineer—tax commissioner, of Roanoke, will join the staff Aug. 1 as analysts.

John J. Wilson, formerly with the New England Coal & Coke Co., has joined the N&W as coal market consultant at Boston.

PENNSYLVANIA.—**William S. Cook** appointed deputy comptroller, effective in September. Mr. Cook has been manager of finance for one of the largest departments of General Electric Co. in Somersworth, N.H.

REA EXPRESS.—**Joseph T. Kane** appointed manager, Editorial Services, New York. Mr. Kane was formerly assistant editor of the Port of New York Authority's internationally circulated commerce and transportation magazine "Via Port of New York," a monthly publication designed to acquaint shippers with the latest developments in the transfer of freight by land, sea and air carriers.

SANTA FE.—**A. L. Scott** appointed assistant to general manager, Amarillo, Tex., replacing **Otis M. Ramsey,** promoted (RA, July 16/23, p. 40).

SOUTHERN.—**Harrell L. Perkins,** vice president in charge of industrial development, **Central of Georgia,** Atlanta, Ga., appointed to the newly created position of vice president in

charge of industrial development of the Southern system at Atlanta.

SOUTHERN FREIGHT ASSOCIATION. — **R. H. Hoke,** member of the Standing Rate Committee, retires Aug. 1, after more than 52 years of railroad service.

UNION PACIFIC.—Earl O. Joest, assistant general mechanical engineer, Omaha, appointed general mechanical engineer there.

Industrial Traffic

Walter A. Powers has been appointed transportation manager, rail services, **Olin Mathieson Chemical Corp.,** New York. Mr. Powers was formerly transportation manager, car and truck service, Baltimore, Md.

Effective July 18, the general traffic headquarters for the **Colorado Fuel & Iron Corp.** are located at Denver 1, Colo. (P.O. Box 1920).

John P. Schwarz, traffic manager, Central Area traffic department, **American Steel & Wire Division, United States Steel Corp.,** has been appointed manager—rate services, traffic department, Cleveland, Ohio.

Charles G. Wise, traffic manager—insulite, **Minnesota and Ontario Paper Co.,** has been promoted to assistant general traffic manager, Minneapolis, Minn.

Edwin S. Votey has been appointed manager, distribution services, Lamp division, **Westinghouse Electric Corp.,** Bloomfield, N.J. He was formerly staff assistant to the manager, large lamp department.

Joseph A. Guard has been appointed general traffic manager, **Wood Conversion Co.,** at Colquet, Minn. Mr. Guard was formerly assistant to the traffic manager, Ashland Oil & Refining Co.

John C. Albert, general traffic manager, **West Virginia Pulp & Paper Co.,** retired July 31 after more than half a century of service with that company.

Supply Trade

Warren A. Fox, manager of sales engineering, **Electro-Motive Division, General Motors,** La Grange, Ill., has been appointed district manager of railroad activities, Eastern Region, New York City.

Leslie H. Gilmore, director of trade relations, **Graver Tank & Mfg. Co.,** division of **Union Tank Car Co.,** Chicago, has been named director of purchasing and trade relations.

Blackmore Sales Co., Inc., 2020 E. 13th Street, Tucson, Ariz., has been appointed to represent **A. M. Byers Co.** in Arizona. **James S. Blackmore** will supervise the handling of Byers products.

Railroad Repair & Supply Co., 332 South Michigan Avenue, Chicago, has been named sales agent by **Fansteel Metallurgical Corp.** The firm will be responsible for sale of products in the railroad signal and communication field in the Chicago area. **Clifton H. Sass, Jr.,** vice president, will be the sales and service representative.

C. W. Smith appointed executive vice president, **International Equipment Co.** In this capacity, Mr. Smith will continue to head the Railway Sales division of the company.

Floyd H. Stewart has been named sales

OTTAWA
NEW V-8 YARD HUSTLER

for piggyback and yard work

for Flexi-Van

New V-8 power, new cost cutting features...

The all new V-8 Yard Hustler will cut time and labor costs on your pig loading, trailer spotting and on Mark II and Mark III Flexi-Van operations.

The big 187 hp V-8 engine and Allison Transmatic Transmission give you the power and speed to match any job condition —easily handle 90,000 GCW loads. Full cab operated controls enable the operator to work full cycles *without leaving the cab.* Power steering and picture window visibility further increase his efficiency — cut your costs.

For FLEXI-VAN operations the Yard Hustler can be equipped with: *Hydraulic Bogie Lift Arms* for transporting and positioning bogies. *Hydraulic Powered Nose Wheel* that raises the front wheels and pivots the Yard Hustler 90° to load Flexi-Van cars. *Transfer Cylinder* to push or pull the trailer "box" the last few inches on or off the car.

GET THE FULL STORY—MAIL THIS COUPON TODAY!

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BOWLING GREEN, OHIO ...Manufacturer of
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Send me additional details on the Ottawa Yard Hustler
☐ Literature and specifications
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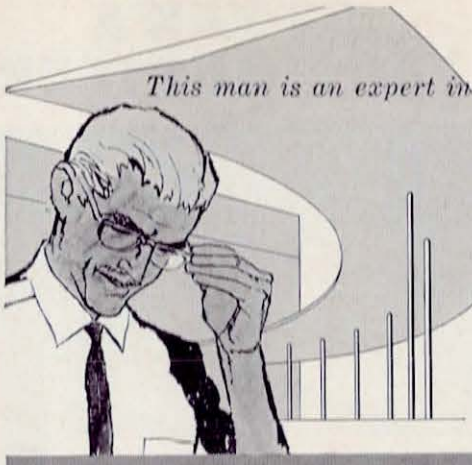

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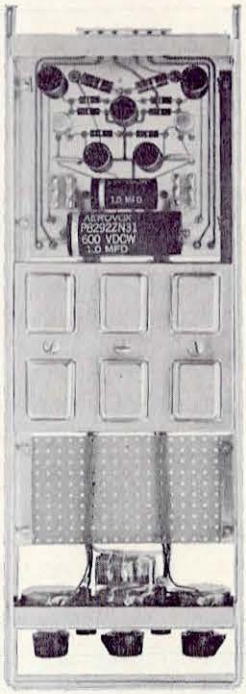
Result: a NEW* Budelman VFR at a cost 80% below competition!

As an outgrowth of extensive lab and field testing, Budelman provides a new and improved VFR* Type 251A, at less than $100 per unit. It is the *lowest-cost*, high-gain repeater . . . incorporates newly designed transistorized circuitry* for uniform speech gain over *any* telephone line facility. Stability is excellent even without auxiliary equipment. (When ordered with equalization networks for unloaded cables, *loading coils are not needed!*) Unit features design economy, compactness —(4 take only 1¾" of rack space), low power drain and built-in signaling by-pass. Installs WITHOUT test equipment . . . supplies usable gain of line attenuation less 3 db — 15 db maximum. *Call or write today for complete information!*



*Pat. Pending

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A SUBSIDIARY OF GENERAL RAILWAY SIGNAL COMPANY

manager, **Spee-Flo Co.**, 6614 Harrisburg Blvd., Houston 11, Tex.

The address of **W. D. Jenkins,** sales representative, Railroad Equipment and Supplies, has been changed from 224 Southland Hotel, Dallas 21, Tex., to 103 Southern Pacific General Office Bldg., 913 Franklin Street, Houston 14, Tex. Communications should be addressed to: W. D. Jenkins, P.O. Box 4058, Houston 14, Tex.

American Brake Shoe Co. is entering into a licensing arrangement with **Scaw Metals Ltd.** of Johannesburg, South Africa, for the production of cast steel freight car wheels.

Mount Royal Transportation Equipment Ltd., 2121 Old Orchard Ave., Montreal, Que., Canada, has been named exclusive railway agent in Canada for **Fansteel Metallurgical Corp.,** North Chicago, Ill. **Harvey J. Vale,** vice president of Mount Royal, will be responsible for sale and service of Fansteel products to the Canadian railroad industry.

After more than 60 years in downtown Philadelphia, **Graybar Electric Co., Inc.,** Atlantic district headquarters will move in September to a new combined office—warehouse now being built at 1550 S. Warfield Street, just off the expressway in South Philadelphia.

The Gustin-Bacon Manufacturing Co. of Kansas City, Mo., has announced that its wholly-owned subsidiary, **Gustin-Bacon Brake Co.,** has acquired for cash in excess of $1 million certain patents, trade marks and other assets of **Maxibrake, Inc.,** of Pasadena, Calif.

William E. Marsden has been promoted to general sales manager, Adhesives, Coatings and Sealers division, **Minnesota Mining & Manufacturing Co.,** St. Paul, Minn. Mr. Marsden was formerly Eastern regional sales manager, abrasives division, Ridgefield, N.J.

John R. Smyth, assistant director of engineering, **Exide Industrial Division, Electric Storage Battery Co.,** has been promoted to director of engineering, succeeding **Leland E. Wells,** retired. **Dr. D. Thomas Ferrell, Jr.,** associate director of engineering, and **E. Albert Wagner,** service engineering manager, marketing division, have been named assistant directors of engineering.

E. C. Jensen has been promoted to sales manager, Bower Roller Bearing Division, **Federal-Mogul-Bower Bearings, Inc.,** succeeding **S. E. Davidson,** who has been named director of research and application engineering.

SKF Industries, Inc., has broadened its rolling bearing line to include needle bearings and loose needle rollers and pins with the acquisition of **Bremen Bearings, Inc.,** of Bremen, Ind.

E. J. Kelly has been appointed general manager, Process Equipment Division, **General American Transportation Corp.**

OBITUARY

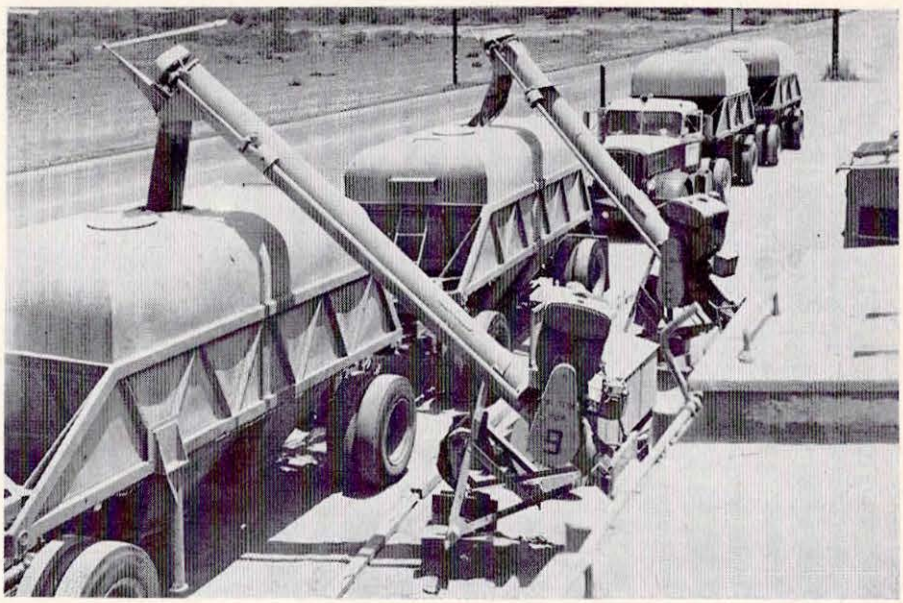
Fred Mates, 88, retired assistant treasurer, **Chicago & North Western,** died July 20 in Northwest Community Hospital, Arlington Heights, Ill.

Robert E. Friend, 75, president, **Nordberg Manufacturing Co.,** died July 14 at Columbia Hospital, Milwaukee, Wis.

Charles Hiram Woods, 85, who retired in 1946 as general solicitor, **Atchison, Topeka & Santa Fe,** died July 17 in Tucson, Ariz.

IDEAS FOR BETTER SHIPPING

'Cemtotes' Return Bulk Cement Traffic to Rails



"Cemtotes"—portable cement transfer units designed for safety and durability—are helping to bring bulk cement traffic back to the rails in Southern California.

Development of the units grew out of exhaustive studies of comparative costs of shipping bulk cement by rail vs. highway conducted by Western Velo & Cement Specialties Co., a 30-year-old subsidiary of Monolith Portland Cement Co. of Los Angeles. These studies showed that practically all truck shipments, originating at a cement-producing plant, moved that way because the destination of the cement was not located on a railroad.

Competitive cement companies had attempted to overcome costly bulk truck shipments by building expensive storage silos in strategic construction zones in the fast-growing Los Angeles area. As areas surrounding these silos became built up, however, the companies again found themselves outside the immediate market area—and with costly investments in silos. They had again to resort to expensive truck hauls to reach their customers.

With their original objective of reduced truck haulage completely thwarted, they began to look for other means of coping with the situation. All known methods of transferring bulk cement from hopper cars to bulk trucks were studied, but all had disadvantages. Some did not have adequate clearance to satisfy safety regulations of railroads and the utility commission, so their use opened up the chance of accident, law suit or higher insurance rates. Most of the units had open hoppers, so, if left unattended, were also subject to accident or to vandalism. Many units, with no water repellant characteristics, required dewatering before they could be used following a rainstorm.

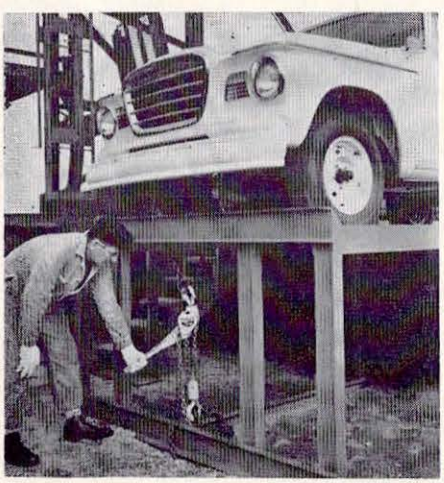
To overcome these problems, Western Velo drew on its extensive background in cement industry engineering to design and build its new "Cemtotes."

These units, portable to keep abreast of the ever-changing cement market, can be driven with either electric or gasoline motors; are water resistant, and can be locked against danger or vandalism when not in use.

The placing of "Cemtotes" at strategically located team and spur tracks, plus establishment of favorable rail rates on bulk cement, has produced higher net revenues for the railroads by winning back cement traffic and increasing length of haul. It has, correspondingly, required fewer trucks and shorter truck hauls.

"Cemtotes" are currently in use on Southern Pacific, Santa Fe or Union Pacific team tracks at Las Vegas, Nev.; at Glendale, Inglewood, Santa Monica, Torrance and 16th Street in the Los Angeles area; and at Bakersfield, Cal., El Cajon, Fresno, Indio, Lemoore, Miramar, National City, Norwalk, Oceanside, Oxnard, Pacoima and Santa Barbara. At those locations, they can serve one or more Southern California plants of Monolith, California, Riverside, Southwestern Ideal and Permanente Cement Companies.

'Tugit' Hoist Helps Load Trucks on Tri-Levels



To stack production models of pickup trucks three high on multi-level cars and still meet railroad clearance requirements, Studebaker-Packard Corp. found it necessary to snub front and rear truck springs.

Electric, pneumatic or hydraulic snubbing equipment seemed impracticable because of its original cost. So S-P turned to a little ingenuity, and a 3-ton Manning, Maxwell & Moore "Tugit" lever hoist, to do the job quickly, safely and with little effort.

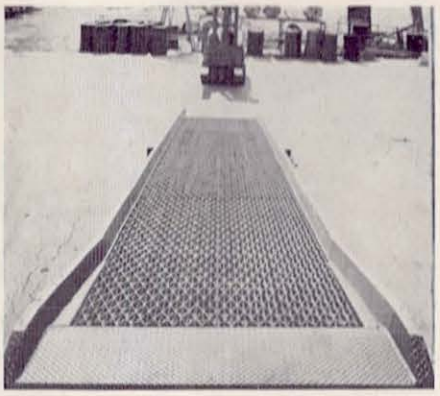
A welded drive-on ramp was built at the loading station, with a U-bolt welded to a structural cross member at the ramp base. To snub truck springs, the lower hook of the "Tugit" is snapped into the U bolt, and two slings having preformed attaching brackets are positioned in the hoist's upper hook and the truck chassis frame. A few strokes of the hoist lever arm snub and hold the springs in a predetermined position while two U bolts are installed on the truck suspension system in such a way as to hold them firmly under tension. The truck is then driven onto the car and another positioned on the ramp.

By making it possible to load one-third more trucks on each car, the inexpensive but successful procedure is reported to have paid for itself in the course of a few loadings.

NEW PRODUCTS REPORT

Barrier Material (RA-1)

An easy-to-handle barrier material, called "Avi-Gard," is especially designed to bulkhead packaged shipments in freight cars and trucks. Water-repellant, it is constructed of laminated kraft linerboard laminated to "Avistrap" cord strapping. Available in rolls, it can be quickly cut to desired lengths, installed by one man, and is inexpensive enough to be disposed of by burning or otherwise after a single trip. *Franklin Container Corp.*

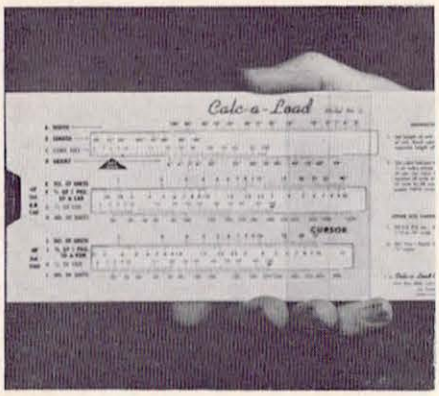


Mobile Yard Ramp (RA-2)

A mobile yard ramp, available in either one-piece or folding types, has adjustable stabilizer legs to relieve ramp wheels of weight and reduce deflection. Through various design options, the ramps are available in 48 standard models. Lengths are 30 and 36 ft; widths, 60 or 70 in., or 60 in. flared to 70 at one end; weights, 1,700 to 2,800 lb; capacities, 7,000, 11,000, 13,000 and 16,000 lb; loading height, 34 to 61 in. *Brooks & Perkins, Inc.*

Improved Log Stacker (RA-3)

An improved log stacker weighs 3,000 lb less, but has 10,000 lb more lift capacity, than units previously available. With horsepower remaining at 275, the new Series F stacker can raise 35 instead of 30 tons because the load center of gravity is carried closer to the axle. Other improvements in the Series F include a larger, more accessible and more comfortable operator's cab, with better visibility. *R. G. LeTourneau, Inc.*



Load Calculator (RA-5)

"Calc-A-Load" is a slide rule, said to be the first of its kind, which shows at a glance the number of packaged units needed to load a standard railroad car or truck trailer. With allowances ready made for variations in package sizes and loading patterns, it permits filling a carrier to 95-100% of theoretical capacity. Priced at only $9, with quantity discounts, it minimizes clerical time and errors by performing all mathematical calculations. *Calc-A-Load Co.*

Refrigeration Unit (RA-4)

A new undermount diesel refrigeration unit—the UWD62—is said to combine "super-capacity" with low operating and maintenance costs. It has a temperature range of -20 to +70 deg F; unitized control panel; built-in safety controls, and fully automatic temperature controls. The manufacturer calls UWD62 "the largest capacity diesel-powered undermounted trailer refrigeration unit on the market today." *Thermo King Corp.*

RAILWAY AGE WEEKLY

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7/30/62

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Market Outlook

Carloadings Rise 12.2% Above Previous Week's

Loadings of revenue freight in the week ended July 21 totald 558,246 cars, the Association of American Railroads announced on July 26. This was an increase of 60,586 cars, or 12.2%, compared with the previous week during which occurred the annual coal-miners' holiday; a decrease of 25,891 cars, or 4.4%, compared with the corresponding week last year; and a decrease of 61,572 cars, or 9.9%, compared with the equivalent 1960 week.

REVENUE FREIGHT CARLOADINGS

For the week ended Saturday, July 21

District	1962	1961	1960
Eastern	81,039	81,089	88,604
Allegheny	90,386	93,139	102,306
Pocahontas	46,796	51,376	52,222
Southern	102,191	105,503	107,229
Northwestern	88,062	94,036	100,564
Central Western	113,432	119,852	125,444
Southwestern	36,340	39,142	43,449
Total Western Districts	237,834	253,030	269,457
Total All Roads	558,246	584,137	619,818
Commodities:			
Grain and grain products	55,708	63,774	75,694
Livestock	2,505	2,902	3,502
Coal	93,217	104,481	101,822
Coke	4,625	6,446	6,061
Forest Products	38,528	38,725	39,075
Ore	56,045	55,638	66,989
Merchandise l.c.l.	21,754	27,313	33,770
Miscellaneous	285,864	284,858	292,905
July 21	558,246	584,137	619,818
July 14	497,660	573,306	606,814
July 7	419,584	424,192	457,779
June 30	589,656	534,347	547,893
June 23	592,708	599,970	641,337
Cumulative total, 29 weeks	15,848,537	15,175,307	17,374,201

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended July 14 totaled 12,910 cars, compared with 10,730 for the corresponding 1961 week. Loadings for 1962 up to July 14 totaled 369,183 cars, compared with 305,966 for the corresponding period of 1961.

IN CANADA.—Carloadings for the seven-day period ended July 7 totaled 67,467 cars, compared with 100,656 for the previous nine-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
July 7, 1962	67,467	24,555
July 7, 1961	70,425	20,005
Cumulative Totals		
July 7, 1962	1,757,611	638,870
July 7, 1961	1,718,638	646,960

New Equipment

LOCOMOTIVES

► *Nickel Plate.*—Ordered 10 2,250-hp diesel-electric locomotives from EMD for delivery in November.

FREIGHT-TRAIN CARS

► *Canadian National.*—Ordered 50 70-ton, 4,000-cu-ft covered hopper cars from Greenville Steel Car Co., Greenville, Pa. The cars, which are 500 cu ft larger than cars now in use, are for use on Grand Trunk Western lines in the United States. Delivery is anticipated in November and December.

► *Chicago & North Western.*—Has taken delivery of 50 90-ton, 4,000-cu-ft capacity center dump covered hopper cars from Pullman-Standard.

► *Gulf, Mobile & Ohio.*—Started taking delivery on 200 50-ft 6-in. box cars from Pullman-Standard. Road also has on order 50 additional cars from Pullman-Standard and 75 from General American. Total cost of the 325 cars will be approximately $4 million.

► *Louisville & Nashville.*—Authorized purchase of 300 50-ft 70-ton capacity box cars and modification of 200 old box cars at a total cost of $6,146,500. The new cars will be equipped with Cushion Cargo underframes, roller bearings and damage-free bracing. The 200 old 40-ft box cars will be converted into 50-ft double door box cars (100 will be 70-ton capacity and 100 50-ton capacity).

► *Monon.*—Acquired six tri-level auto racks from Dana Corp. for installation on 89-ft flat cars acquired from Pullman-Standard. Units are Monon's first rack cars.

► *Nickel Plate.*—Ordered 20 70-ton insulated steel box cars with cushion underframe and load dividers from General American. Delivery is scheduled for December.

► *Union Tank Car Co.*—Built 82 tank cars: 10 30,000-gallon capacity; 15 20,000-gallon; 1 16,000-gallon; 29 12,000-gallon; 21 10,000-gallon; and 6 8,000-gallon.

► *Bad Order Ratio 1.6% Lower Than Last Year.*—Class 1 roads on June 1 owned 1,587,775 freight cars, 54,092 less than on June 1, 1961, according to AAR report summarized below. Bad Order ratio was 1.6% lower than on June 1, 1961.

	June 1, 1962	June 1, 1961	Change
Car ownership	1,587,775	1,641,867	—54,092
Waiting repairs	132,516	162,767	—30,251
Repair ratio	8.3%	9.9%	—1.6%

New Facilities

► *Canadian Pacific.*—Placed a $1.5-million order with WABCO for equipment to be installed in the new Agincourt classification yard at Toronto, Ont. Included are electro-pneumatic car retarders, switches, signaling, automatic and radar speed control equipment.

► *Gulf, Mobile & Ohio.*—Is installing traffic control system over 31.6 miles of line between Iles and Athol, Ill., at a cost of approximately $350,000. Project will release about 23 miles of second main track. (*Continued on page 62*)

Market Outlook CONTINUED

► *Kansas, Oklahoma & Gulf.*—Will relocate 8.74 miles of track near Henryetta, Okla., in cooperation with the U. S. Army Corps of Engineers. Project, in the Eufaula Dam Reservoir Area, will be handled by company forces and government contractor. Work will start in mid-September, will be completed in 18 months. Cost is estimated at $2,000,000.

► *Lake Superior & Ishpeming.*—Current projects include constructing new and rearranging some existing tracks at Republic Mine, Republic, Mich., $150,000; lengthening stockpile and pocket tracks and constructing an additional siding at Humboldt Mine, Humboldt, Mich., $46,000. Company forces are scheduled to complete both projects in November.

► *New York City Transit Authority.*—Requested city funds to begin construction of a $197-million two-track, high-speed subway line from mid-Manhattan to the Bronx. The authority's proposed capital budget for 1963-1964, totaling $141,154,100, includes a request for $35,700,000 to begin work on the new line, which would be New York's first major subway construction in 30 years. New subway would be non-stop for 6½ miles, longest continuous run on the system.

► *Wabash.*—Will build a bulk flour distribution terminal at Detroit, Mich. Terminal will be leased for 10 years by a group of flour milling companies, who will grant rights to Bulk Motor Transport, Inc., for operation of the facility. General construction contract has been awarded to Monmac Builders, Inc., of Kansas City. Shick Tube-Veyor Company, also of Kansas City, will furnish operating equipment. Flour, received in bulk by rail, will be unloaded, sifted, weighed and re-loaded into bulk trucks for delivery to bakers in the Detroit area.

Purchases & Inventories

► *Four Months' Purchases up 10.4%.*—Purchases by domestic railroads of fuel, material and supplies in this year's first four months were $44,569,000, or 10.4%, higher than in the comparable 1961 period. Purchase and inventory estimates in following tables were prepared by Railway Age.

*PURCHASES**	*April 1962*	*Four Months 1962*	*Four Months 1961*
	(000)	*(000)*	*(000)*
Rail	$ 7,064	$ 22,060	$ 11,553
Crossties	3,272	13,044	11,707
Other Material	84,505	322,371	283,916
Fuel	28,999	117,681	123,411
Total	$123,840	$475,156	$430,587

* Subject to revision.

INVENTORIES†*	*April 1, 1962*	*April 1, 1961*
	(000)	*(000)*
Rail	$ 48,516	$ 49,562
Crossties	76,010	82,235
Other Material	333,253	369,095
Scrap	25,672	23,203
Fuel	19,861	21,455
Total	$503,312	$545,550

*Subject to revision.
†All total inventory figures taken from ICC statement Q-125 for month indicated.

COURT BATTLE LOOMS

(Continued from page 10)

tiently and diligently, to settle this issue by negotiation. At every turn they have met with nothing but delay and procrastination on the part of the unions." The carriers also noted union refusals to accept the PRC report and to submit the dispute to arbitration.

"Accordingly," they concluded "the railroads were left with nothing but the legal right they possess to put the Presidential Commission's finding into effect . . . The railroads sincerely hope a sense of responsibility and public obligation will prevail among the unions and that a nationwide strike will be avoided."

Few observers expect an actual crisis to take place at 12:01 a.m., Thursday, Aug. 16, when the carriers have declared their notices will become effective. Delay—brought about one way or another—seems fairly predictable.

Creation of an emergency board could set the day of decision back at least 60 days, longer if both parties agree to an extension of the board's time for investigation. Court action may also shove the timetable back—although in such a case, there is also the possibility of a quick judicial ruling. Another factor—not mentioned, but hardly ignored in thinking—might be the approach of the November general elections, and the political implications of a threatened transportation tie-up on the eve of nationwide balloting.

Major provisions of the carrier notices call for elimination of firemen from road freight and yard service; broad changes in the traditional dual basis of pay for operating employees; greater management freedom in changing crew consists and in establishing interdivisional runs; unlimited managerial right to introduce technological changes; modifications in the jurisdictional split of work between road and yard employees; and the establishment of "special tribunals" to which individual disputes may be submitted for final and binding decision.

Dividends Declared

CAROLINA, CLINCHFIELD & OHIO.—$1.25, quarterly, paid July 20 to holders of record July 10.

CHESAPEAKE & OHIO.—common, $1, payable Sept. 20 to holders of record Sept. 4; 3½% preferred, 87½¢, quarterly, payable Nov. 1 to holders of record Oct. 5.

CINCINNATI INTER-TERMINAL.—4% preferred, $2, semiannual, payable Aug. 1 to holders of record July 20.

CLEVELAND, CINCINNATI, CHICAGO & ST. LOUIS.—common, $5, semiannual; 5% non-cum. preferred, $1.25, quarterly, both payable July 31 to holders of record July 20.

LOUISVILLE & NASHVILLE.—75¢, quarterly payable Sept. 12 to holders of record Aug. 1.

Changing Function Of TM's Described

If an industrial traffic manager or a railroad salesman from yesteryear were dropped into the transportation business today, he might not recognize the place. Times, people and outlooks have changed, A. E. Leitherer, general traffic manager of Allied Mills, told a recent Burlington traffic staff meeting.

The traffic manager of years ago, he commented, "was interested in his own selfish objectives . . . to get something from the carrier, particularly rate reductions. His concept of the railroad salesman was more one of 'what can he do for me.' He looked at the railroad salesman as a solicitor who came in, passed the time of day and brought a few cigars."

In contrast, Mr. Leitherer said, the traffic manager of today "is a more highly trained and educated individual in overall business management and not just specifically in the little area of transportation technique. His objectives . . . are couched in the needs of his company."

Allied's GTM suggested that today's railroad salesman should be "not a man that overplays friendliness, but business-like in his approach, sincere in his presentations and diplomatic. He should have a thorough knowledge of his company's services, routes, transit time, general operations, availability of equipment and schedules of connecting carriers"—and, far from least, he should be well informed about his competitors' operations.

'Critical Stage' Seen Nearing for Citles

Urban transportation problems have always been a part of urban life, but they are now "taking on new dimensions because of population growth and its increasing concentration in urban areas." So John C. Kohl, assistant administrator (transportation) of the Housing and Home Finance Agency told the Miami Rotary Club on July 19.

"To draw a scientific parallel from nuclear physics," Professor Kohl told the Rotarians, "we are rapidly approaching in many of our cities a 'critical mass,' and we must initiate extensive action if we are to avoid reaching that condition and triggering disastrous disintegration."

Bureau of Census estimates, Professor Kohl continued, indicate that the present rate of population increase in this country, if continued, would in 17 years add some 73 million persons making U.S. population 260 million.

RAILROADING AFTER HOURS WITH JIM LYNE

"WATER-COMPETITIVE" RATES—Southern's President Brosnan is (I suspect) breaking new ground in freight rate-making by his policy of offering so-called "water-competitive" rates to inland points, on the same basis as to places which have water transportation. There is, of course, sound economic justification for charging lower rates where competition exists than where it doesn't. This question was answered once for all time 87 years ago by the greatest of all railroad rate-makers, Albert Fink (see RA, Oct. 24, 1960, p. 38).

On the other hand, why should a railroad (unless it has to) favor customers who divide their patronage, over those who put it all on the rails? Mr. Brosnan stated his road's policy cogently and with great brevity and clarity in a statement to the House Interstate Commerce Committee on July 13.

Barges can provide the economy of large-volume transportation only to water points. Railroads can provide equivalent, or greater, economy of volume movement to any point whatsoever. When that fact thoroughly sinks in, and begins to be reflected in service and rates, there should be some sharply changed trends in U.S. industrial geography.

SEATRAIN'S SENSIBLE UNIONS—Unions that man the "Seatrain" coastwise ships (I notice) have agreed to cut down on the number of men required on its vessels. One of the jobs to be eliminated is "junior third officer" — equivalent to the third man in a locomotive cab. The unions made the concession, according to company President Weller, in order to help Seatrain compete for freight against the railroads — whose unions seem to be less concerned over their exposure to competition.

Seatrain isn't going to fire anybody. The reductions in crews will take place by painless attrition. Seatrain is one of the outfits that insists (often successfully) that the ICC force the railroads to hold their rates at an arbitrarily high level, so the water carriers can run off with their traffic.

FIRST MONORAIL?—The Boston Globe recently published a report, from its files, telling about an experimental monorail installation developed by a local inventor, E. Moody Boynton by name, back around the turn of the century. An accompanying illustration shows a locomotive with one driving wheel, which rests on the monorail that is laid on the ground. There is an eye-beam suspended overhead, in which two small wheels ran, to keep the contraption from falling on its side.

The inventor, the report says, spent $1,300,000 in promoting his device but it failed to catch on. All of which strengthens my opinion that no invention, however meritorious, is really complete until acceptance is achieved. Salesmanship is an integral part of the inventive process. Unaccompanied by skillful sales effort, an invention might just as well stay uninvented. Innovators are often inclined to blame their lack of success on the stupidity of the powers that be, but shortcomings are not always entirely on the receiving end.

LONGEST OFFICIAL TITLE?—Talbot Kelly of Oakland, Calif., writes me to assert that Roy E. Baker, now general manager of the Maine Central, at one time had the longest railroad title on record. This was back in 1943-44 and the title was "principal road foreman of engines and general supervisor of air brakes and train control equipment," Boston & Maine and Maine Central railroads.

MORE ON ROLLER BEARINGS—The question of who installed the first roller bearings and where refuses to simmer down. Assistant Patent Counsel R. A. Shields of ACF refers me to one of our own company's publications, the Car-Builder's Dictionary, 1895 edition, page 392, where tubular-roller and flexible-roller journal bearings of two different manufacturers are illustrated. These bearings were apparently applied to trolley cars.

Mr. Shields also refers to the 1912 and 1916 editions of the same book, recording quite a number of roller bearing installations—including applications on the C&O and the Cambria & Indiana.

Going back to those days, who recalls the so-called "bell cord" which used to dangle on straps from the ceiling—right down the aisle of passenger coaches—so the conductor could signal the engineman instantly from any point in the coach? And the conductor's airbrake valve had its own cord running along the bottom of the clerestory. Why was easy access to these devices so important then—and so relatively unimportant today that vestibule locations are considered sufficient?

Economic Spur Seen In Transport Program

► **The Story at a Glance: Enactment of President Kennedy's transportation program would start "many idle wheels turning" in the railroad supply industry, the House Interstate Commerce Committee was told last week. The supply industry's strong endorsement of H.R. 11583 and H.R. 11584—which would implement major portions of the President's program—was presented by J. W. Scallan, chairman of the Railway Progress Institute and president of Pullman-Standard. He was preceded in the witness chair by B&O President Jervis Langdon, Jr., and D. L. Manion, president of the American Short Line Railroad Association.**

After four "famine" years, railroad suppliers are looking forward to the feast of orders that they confidently expect President Kennedy's transportation proposals will produce—if and when Congress translates them into law.

The result of any such upsurge of railroad buying, RPI Chairman J. W. Scallan told the House Interstate Commerce Committee last week, will be felt throughout the sagging national economy.

Urging swift approval by Congress of H.R. 11583 and H.R. 11584, to carry out major transportation reforms recommended by the President, Mr. Scallan asserted:

"Such favorable action, in our opinion, would stimulate the railroads to modernize and improve their properties; railroad orders for new equipment and other facilities would flow into our offices and plants; and our industry could start many idle wheels turning, call many idle employees back to work, and issue many a purchasing order for the materials and supplies that go into our products."

He pointed out that the industry represented by Railway Progress Institutes involves 914 plants in 468 cities spread over 45 states.

"The fortunes of our industry," said the RPI chairman, "are wholly dependent upon the orders we receive from railroads for equipment, track, structures, yards, maintenance and repair facilities, signals, communications and the thousands of other items needed for safe and efficient rail operation.

"For the ten years, 1948 to 1957 inclusive, these orders (excluding fuel) averaged $2,457,769,000 a year, with a high of almost $3 billion in 1951. For the past four years, 1958 to 1961 inclusive, railroad purchases (again excluding fuel), have averaged only $1,752,284,000 a year, or 29% less than the average for the preceding decade. . . .

"By and large, the railroads, for more than four years now, have been buying only enough to stay in business. They have been unable to purchase many of the things that they need and want. We, as suppliers, have suffered as a result." Some of the smaller companies have been forced out of business, Mr. Scallan said.

With Mr. Scallan was RPI President Holcombe Parkes, who participated in the question period that followed the chairman's statement.

An earlier witness, Baltimore & Ohio President Jervis Langdon, Jr., concentrated on the proposal to free the transportation of bulk commodities and agricultural and fishery products from minimum-rate regulation.

He emphasized that "H.R. 11583 would take no more than a step towards equality. When handling bulk commodities, water carriers would continue to be subject to no regulation at all; they could make secret rates, contract or otherwise; rebate at will; and discriminate without restraint. No publication of their rates is required, and no notice to the public. Motor carriers, when moving agricultural and fishery products, would continue to have the same freedom.

"Under H.R. 11583, on the other hand, railroads would be under full economic regulation in relation not merely to maximum rates but also to every conceivable form of discriminatory rate practice. Even as to minimum rates, the proposed legislation would not give the railroads equal standing. For railroad rates on bulk commodities and agricultural and fishery products would continue to be published on 30 days notice and be subject to rejection or change if found unduly preferential or prejudicial or unjustly discriminatory."

He contended that "equal treatment of the several forms of transportation —an objective that everyone accepts— can only be approached (by legislation such as H.R. 11583) and ultimately achieved (by further legislation in the years ahead) by exempting the railroads and not by regulating the other forms." He gave these reasons for the con-

IRJ Contest Winner Drawn

AAR President Daniel P. Loomis (left) selects the winner of International Railway Journal's Free-Trip to-the-World's-Fair contest as Robert G. Lewis, publisher of Railway Age and managing director of IRJ, watches. The winner is K. Kourentas, way and works manager, Pireus-Athens-Peloponnesus Railway, Athens, Greece. Mr. Kourentas will come to the U.S. in October on an expense-paid trip to Seattle. He plans to visit railway facilities en route and, at the World's Fair, will be a guest of the Wegematic Corp., builder of Seattle's Alweg monorail.

clusion that he had formed, namely:

(1) "There is the very practical consideration that regulation of water carrier rates on bulk traffic and motor carrier rates on agricultural and fishery products is 'deadlocked' and thus impossible to achieve." Regulation in the past, he noted, has been accomplished with at least the tacit approval of the carriers concerned.

(2) "Even if . . . it were feasible to put the water transportation of bulk commodities and the highway movement of agricultural and fishery products under regulation, equality among the several forms would still not be achieved. Private transportation on the waterways and highways would of course remain untouched."

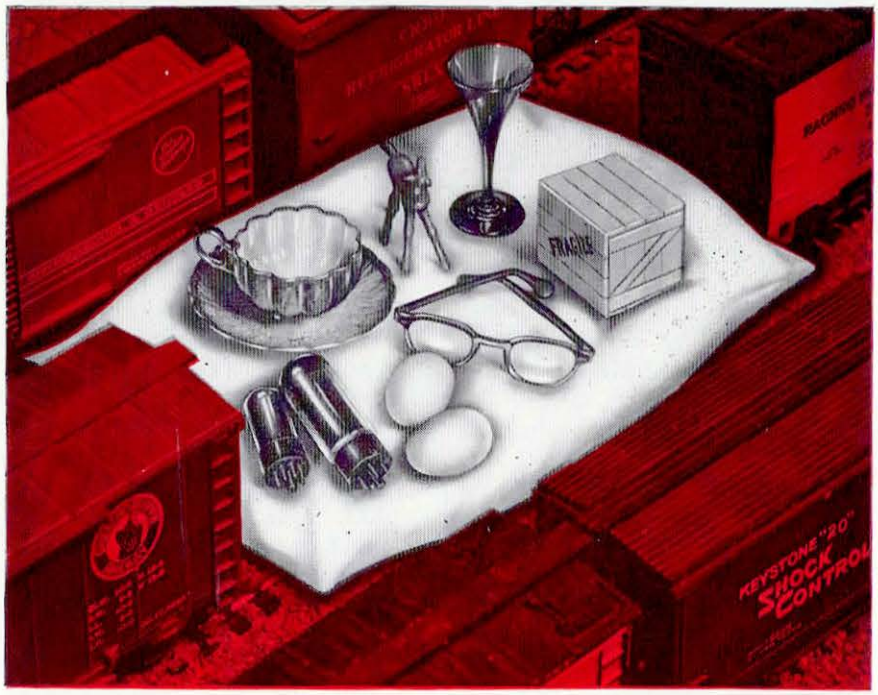
(3) "Since World War II there has been a practical demonstration of the inability or incapacity of a public agency to preside over the competition of different forms of transportation in a manner which at once (1) promotes competition, (2) encourages the use of competing forms where they are most efficient, and (3) protects the public against competitive practices which are truly unfair or destructive. This is not a case of special ICC inability or incapacity. It is simply too tough a job for *any* regulatory body to do. The obvious alternative, as provided in H.R. 11583, is to let competition take its course, subject to the restraints of the antitrust laws." It was in this section of his argument that Mr. Langdon objected to the ICC's assumption of the role of "general traffic manager" of railroads and regulated truckers.

D. L. Manion, president of the American Short Line Railroad Association, told the committee that enactment of H.R. 11583 would be of major importance to short lines, since many of them rely to a major degree, and some almost entirely, on traffic of an agricultural or bulk nature. "The small railroads for whom I speak receive small revenues and must work within the limits of small monetary margins," said Mr. Manion. "Accordingly, they must have a maximum of flexibility and be permitted to exercise a maximum of managerial discretion to enable them to meet the ever increasing costs of wages, materials and taxes."

While railroad witnesses were supporting the deregulation proposal at House hearings, ICC Chairman Rupert L. Murphy was appearing before the Senate Commerce Committee in opposition to the proposal, which in its Senate version is S.3243.

"The exemption of bulk traffic from regulation as to minimum rates could cause new rate wars on such traffic and the freight charges thereon could be driven down to rock-bottom, perhaps below out-of-pocket costs," said Chairman Murphy.

Like shipping your goods on a pillow . . .



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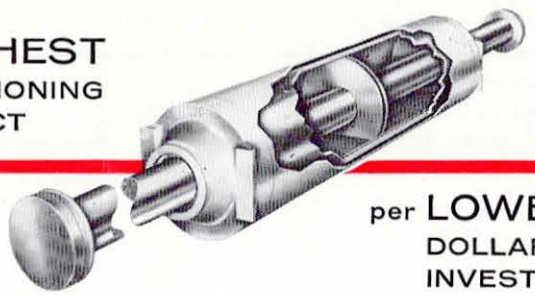

per LOWEST
DOLLAR
INVESTMENT

Over 400 new freight cars equipped with Keystone SHOCK CONTROL will start rolling next month. These cars added to over 3000 already in use are positive proof of the effectiveness of Keystone's SHOCK CONTROL System.

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YOU OUGHT TO KNOW

ICC has authorized Southern Pacific to suspend "Overland" service between San Francisco and Ogden, Utah, except between the peak travel periods of June 14 to Labor Day and Dec. 22-Jan. 2.

Consolidated Freightways is now set up to provide a through bill of lading to expedite freight movement by ocean and motor carrier service from nine Far East countries to inland U. S. points on a single document. Under a recently-signed agreement with Getz Bros. & Co., Inc. (subsidiary of Union Tank Car Company), Getz Bros. will act as sales agent for CF in the Orient, will issue the CF International Thru Export-Import Bill of Lading, and will act as solicitor among foreign manufacturers and overseas agents of U. S. firms for traffic originating in the nine Far Eastern countries which will move through U. S. ports served by CF on the east and west coasts and on the Great Lakes. Under terms of the bill of lading, CF assumes responsibility for the traffic at origin point and accepts liability even though a part of the movement is by ocean carrier.

The first railroad postal car in America went into operation 100 years ago last week. Operated between Hannibal and St. Joseph, Mo., the car was part of a transcontinental service that included Pony Express. In the hundred years since, the Railway Mail Service has grown to include a railroad investment of more than a billion dollars in mail-handling equipment.

Champ Carry, chairman of the board, Pullman Incorporated, told stockholders that Pullman-Standard's second quarter product not only remained at historically low levels but consisted in large part of various specialized cars produced in small lots. "In some cases," said Mr. Carry, "these consisted of initial production runs with the attendant tooling and setup costs."

Winner of the 13th annual National Transportation Award of the National Defense Transportation Association is Senator Warren G. Magnuson (D.-Wash.), chairman of the Senate Commerce Committee. The presentation will be made during NDTA's 17th annual Transportation and Logistics forum in San Francisco Oct. 28-31.

Annual meetings of the Southern Traffic League and the National Small Shipments Traffic Conference will be held, respectively, at Patten Hotel, Chattanooga, Tenn., Sept. 18, and Bismarck Hotel, Chicago, Oct. 10-12.

"Methods of evaluating loading, stowing and bracing practices for transportation" will be the subject of a conference to be held by Technical Committee D-10 on Packaging of the American Society for Testing and Materials at Battelle Memorial Institute, Columbus, Ohio, Oct. 3.

Savings of $100 million a year have been produced by Canadian National's "$600 million investment to increase productivity over the past 10 years," CN President Donald Gordon said in an address at Edmonton, Alta., July 16. He noted that this was a net return of better than 15% on capital invested in dieselization, shop and roadway machines and equipment, treated ties, electronic hump yards, CTC and passing tracks. CN has spent a total of about $2 billion since 1952 "in updating existing facilities and creating new ones," said Mr. Gordon. "The bulk of this sum . . . went into the replacement and rehabilitation of roadbed, passenger equipment and rolling stock which were worn out following the strains of World War II, and also to provide new types of equipment demanded in the postwar era. The balance, or more than $600 million, was spent purposely to improve productivity. . . ."

Its third large Chicago freighthouse has been dedicated in that city by Lifschultz Fast Freight. The new facility, at 12th Street and Plymouth Court, will be used largely for shipments to New York and other eastern points; will mean that "a greater percentage of freight will now reach New York on the second morning."

Fines totaling $14,650 were paid by 19 railroads in June for violations of the Safety Appliance, Hours of Service, Signal Inspection, Accident Reports, and Locomotive Inspection acts. Biggest assessment, according to the ICC, was against the New York Central. NYC paid $2,750 for 11 Safety Appliance violations and $1,000 on five Hours of Service counts.

Entries in the American Railway Magazine Editors Association's annual John Green Memorial Award Contest, for the period July 1961-June 1962, will close August 1. Entries should be mailed to John Tilsch, assistant editor, Santa Fe Magazine, 80 East Jackson blvd., Chicago 4. Awards will be announced at ARMEA's Fall Conference in Chicago Oct. 10-12, following selection by a panel of three railway magazine representatives which includes R. G. Lewis, publisher of Railway Age. The contest, which memorializes the late editor of the Reading magazine, covers material designed "to further understanding and appreciation of railroad progress and problems" published under sponsorship of ARMEA member companies.

Southern netted $13.4 million on total operating revenues of $135.2 million in this year's first half, compared with a net of $11.1 million on revenues totaling $126.4 million in the first six months of 1961. Southern's operating ratio dropped from 1961's 73.1 to 69.7 this year.

Class I freight-car fleet is smaller than it was a year ago (1,582,103 cars on July 1, 1962, compared with 1,637,703 on July 1, 1961). But average carrying capacity per car has increased—from 55.59 tons a year ago to the current 56.07 tons.

Advertisers' Index

Atchison, Topeka & Santa Fe Railway System 54
Atlantic Coast Line RR 4

Berman Leasing Company 56
Budelman Electronics Corp. 58

Canadian National Railways 51

Electro-Motive Div. of General Motors 36, 37
Edgewater Steel Company 6

Foster Company, L. B. 11
Freightmaster, a div. of Halliburton Company 34

General Electric Company 13
Great Dane Trailers 12, 16, 28, 29, 50
Gulf Oil Corporation 52, 53

Humble Oil & Refining Company 3
Hydra-Cushion, Inc. 18

Kansas City Southern Lines 35
Keystone Railway Equipment Company 65

Lord Manufacturing Company 8
Louisville & Nashville RR Company 45

Minnesota Mining & Manufacturing Company 44
M-H Equipment Company, Inc. 55

National Castings Company ..... BC
Northern Pacific Railway Company 54

Portland Cement Association 14
Pullman-Standard 40, 41

Reynolds Metals Company 42, 43

Seaboard Air Line Railroad 23
Southern Pacific Company 17
Southern Railway System 24, 25
Standard Car Truck Company 38
Stanhope, Inc. R. C. 67
Symington-Wayne Corporation ..... IBC

Timken Roller Bearing Company, The 27
Trailmobile, Inc. 46
Travelift, Div. of Drott ..... IFC

Union Switch & Signal (Div. of Westinghouse
Air Brake Co. 32

Wabco, Westinghouse Air Brake Division 33
Weiss Company, B. M. 67
Westinghouse Air Brake Company 30, 31

Young Spring & Wire Corporation 57

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Better to Run Scared

There's a general awakening all over America (about time!) to the urgent need to remove the political obstacles that are depriving the public of the highest grade and lowest priced service of which the railroads are capable. Back on page 19 in this issue are cited the promising signs of a break-up in the long, cold anti-railroad winter.

This report of heartening evidence and action is all true. But it is not the whole truth. The whole truth must encompass, also, a look at what the railroads' rivals are up to—and it is a plenty. Just consider this, as a sample:

On July 9 John V. Lawrence, managing director of the American Trucking Associations, addressed a circular letter to "all trucking company presidents"—with the panicky exhortation: "Roll Up Your Sleeves and Start Fighting for the Life of Your Business." Giving railroads the freedom to make rates on bulk and agricultural commodities (freedom that 66% of the trucks and 90% of the barges already enjoy) is portrayed as a ghoulish threat to the "survival" of the trucking business. This, of course, is hooey, but there are lots of scary truckers—without them where would the ATA get so many dues-paying members? And, at Mr. Lawrence's bidding, many of them will doubtless apply their well-known mass political pressure on their legislators.

The bargemen, meantime, are not sitting around drinking beer and singing folk-songs either. Instead they are busy making public speeches which bear all the earmarks of the craft of highly paid propaganda artists.

In short, never underestimate the energy and mischievous intentions of people who earn a fancy income by their conspicuous effort to keep the railroads chained to the wall.

Railroad people and intelligent leaders of public opinion have finally got the machinery in motion to reform and modernize our national transportation policy. But if they stop their forward motion for as much as a minute, the wreckers are right there to throw a derail under their wheels.

In early prospect for the railroads, if they press forward relentlessly, is the attainment of several highly important objectives—which are listed on page 19. But these objectives—more reasonable working rules, less restrictive rate regulations, relief in the provision of necessary but unprofitable service (such as hauling commuters)—are *means, not ends,* as far as the public is concerned.

What the public is interested in is improved service, moderate rates, and reasons for confidence in the reliability of the railroads. The railroads have to do everything they can to connect in people's minds the things the public wants, with the changes the railroads need.

Public faith in the railroads is closely linked with evidence of railroad zeal and ability to improve their service. The multiple-level rack cars that have returned to the rails practically all long-haul movement of automobiles have improved railroad revenues—but they have done much more than that in convincing the public that the railroads are technologically alert and modern. The dramatic innovations in new equipment and rates that (notably among others) the Southern Railway has made serve the same dual purpose. They build traffic and, at the same time, induce public willingness to support the reforms that will encourage more of the same on the part of all railroads.

The railroads that, having the means to do so, have kept their standards of passenger service high—despite the red ink—have done an invaluable service to the whole industry, in retaining public confidence in it.

Most traffic in fresh fruits and vegetables still moves in traditional refrigerator cars, cooled with water ice. A modern piggyback car will carry two mechanically refrigerated trailers that will haul more than twice the load of an ice-cooled railroad car, and at lower cost for lower temperature. Mechanically refrigerated cars show similar economy.

The so-called "integral train" (or other trains operated on similar principles) promises to revolutionize the movement of bulk commodities. Such trains can compete successfully not only against pipe lines, but also against barges and high-voltage electrical transmission lines. The actuality, and promise, of startling improvements in railroad service was never greater than now. Public interest is quickly aroused when such things are publicized.

Are Bargains Sinful?

Bright days lie ahead of the railroads—and their customers and suppliers, and employees—but only if the momentum for all-out reform of present disgraceful political mistreatment of the industry is pushed relentlessly to completion.

In the manufacturing industry not long ago some executives were prosecuted for alleged connivance in "cartel" practices to keep prices high. In the transportation business, it isn't high prices that the authorities seek to prevent. Instead, it's the fellow that offers a bargain that the cops are out after.

Let railroad people just relax their efforts for only a moment, and the anti-railroad forces will derail the train of progress. As they say in politics—it's up to the railroads to campaign as hard as they can, but meantime to "run scared," and not complacently.

CHARLIE HUGHES
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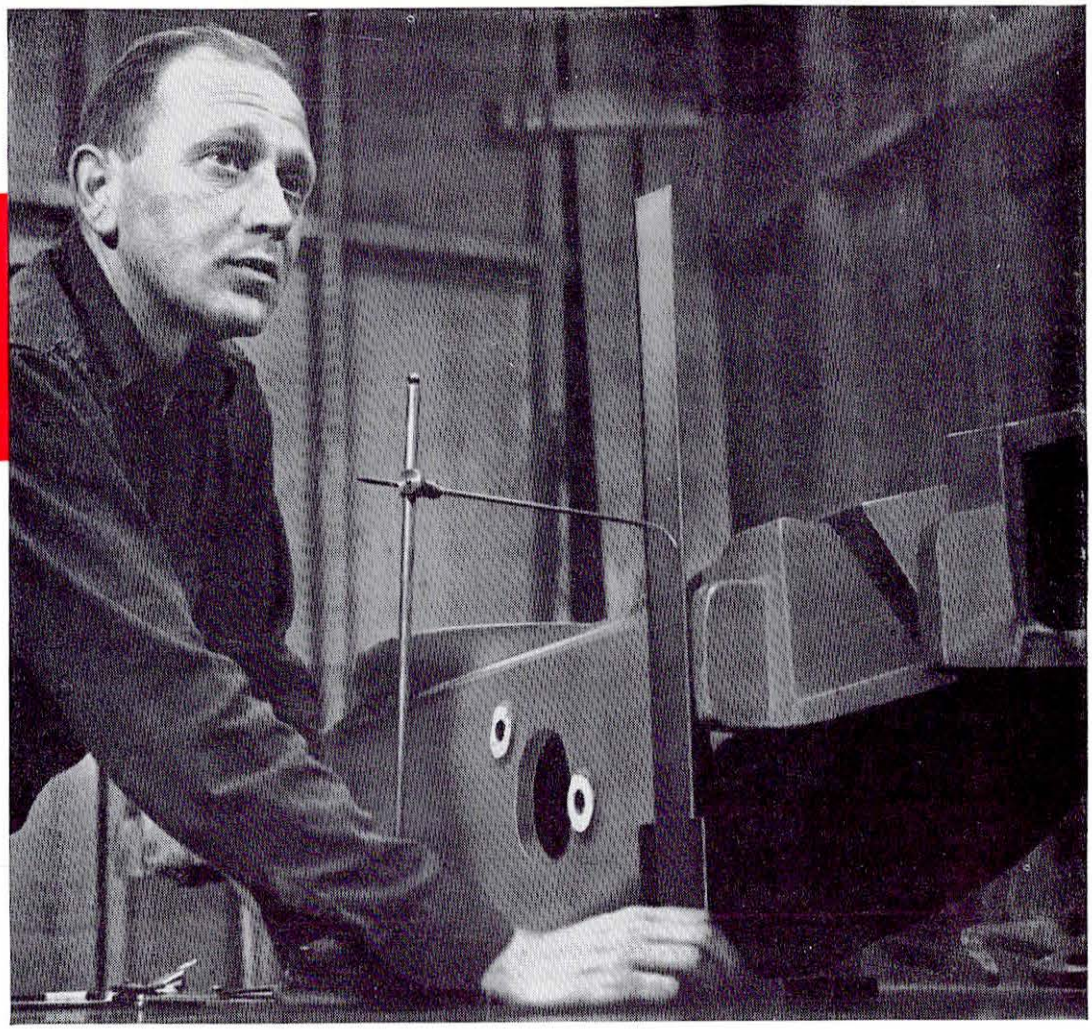
WITH SYMINGTON
FOR 18 YEARS



HE MAKES AS MANY AS 200 DIMENSIONAL CHECKS BEFORE GIVING THE GO-AHEAD FOR A PRODUCTION RUN

Symington's Charlie Hughes has the job of checking the sample casting before each production run to see if it meets dimensional requirements. On a big casting, such as a bolster, he may spend up to 8 hours, working with surface gages, calipers, scales and blueprints to verify as many as 200 individual dimensions. Whether or not a production run is started depends on his report.

A big responsibility—but one for which Charlie Hughes has had ideal training. Five years as an apprentice patternmaker (along with night school to learn mechanical drawing and blueprint reading); 12 years as a fully qualified patternmaker.

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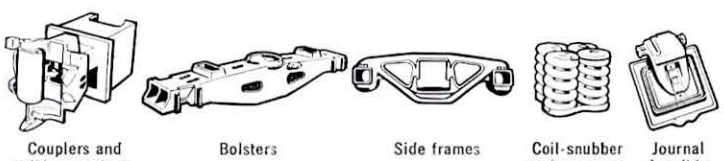

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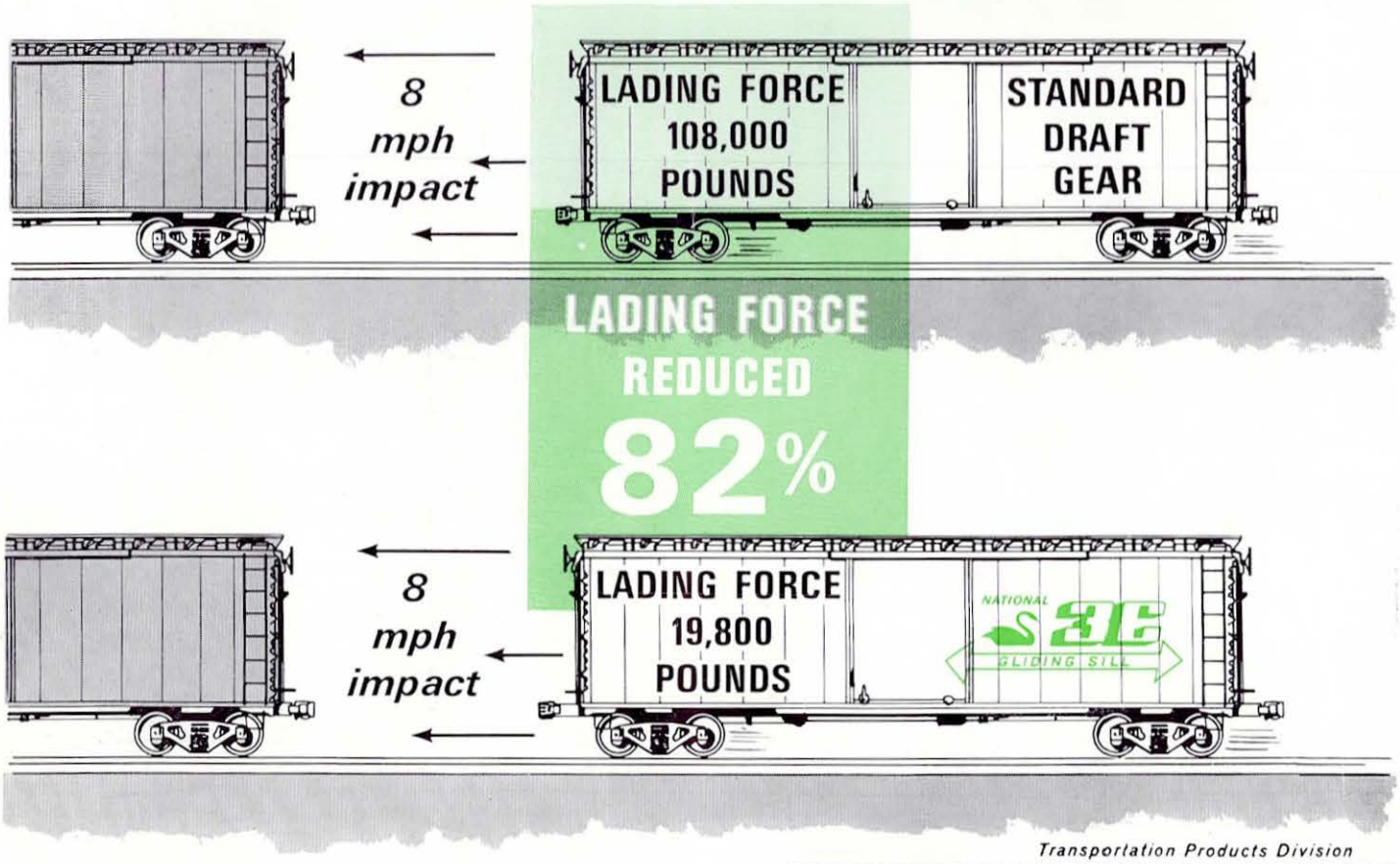

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